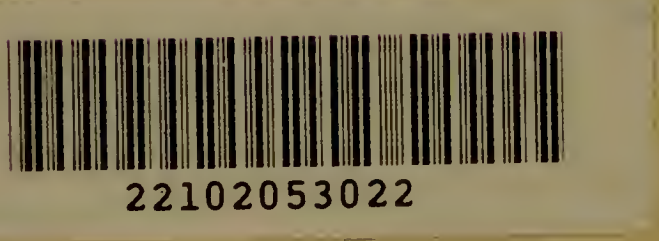
Twenty-Fifth Annual Meeting National Wholesale Druggists Association

Niagara Falls, 1899.


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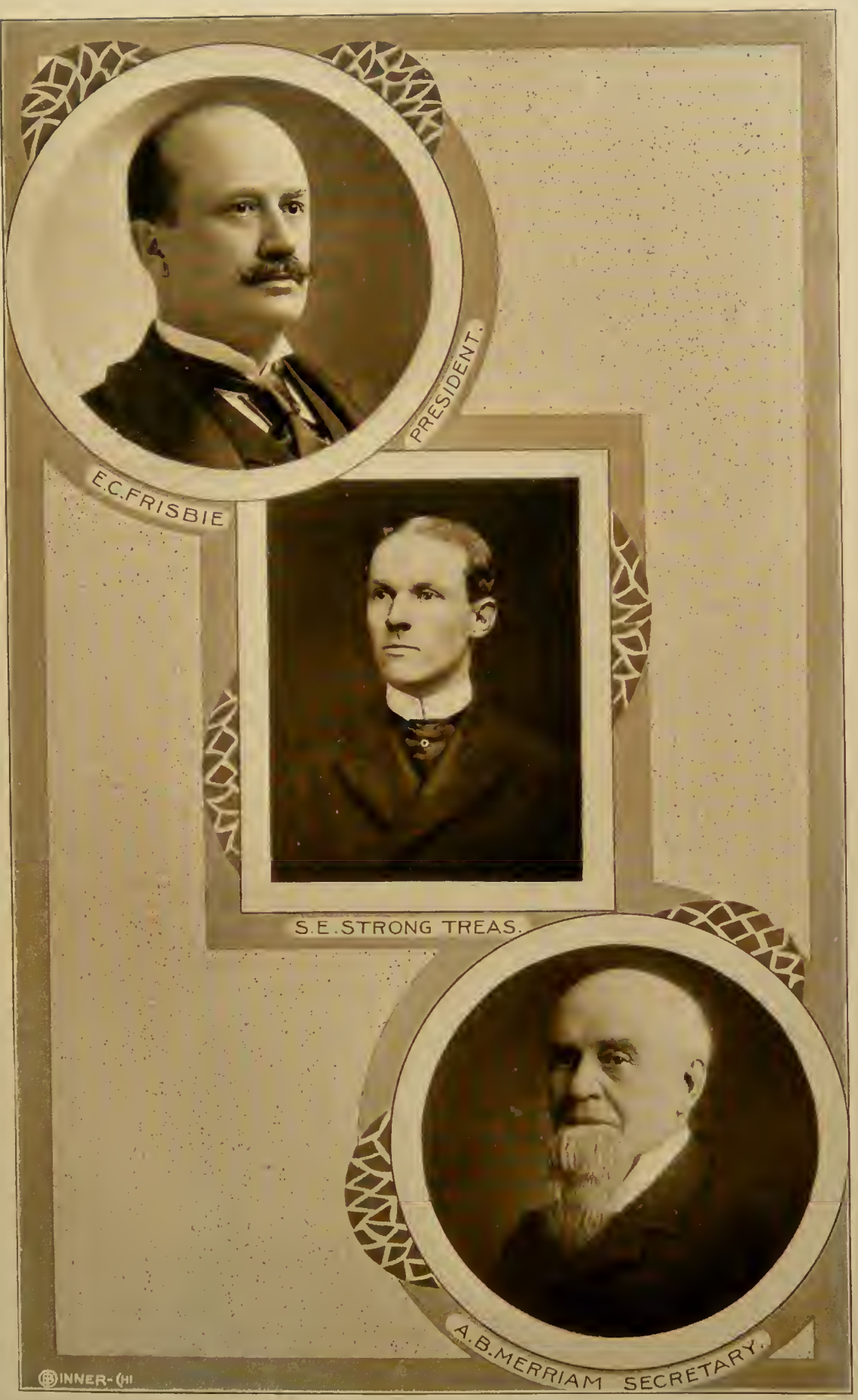
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PROCEEDINGS

OF THE

National Wholesale Druggists Association

IN CONVENTION AT

NIAGARA FALLS, NEW YORK,

THE INTERNATIONAL HOTEL.

October 10, 11, 12, 13, 1899.

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PRESIDENTS

OF THE

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TO

National Wholesale Druggists Association.

March, 15, 1876, Indianapolis,	James Richardson
February 14, 1877, Pittsburgh,	James Richardson
February 13, 1878, Louisville,	Arthur Peter
November 13, 1878, Chicago,	Thomas Lord
November 13, 1879, Milwaukee,	Henry H. Button
November 10, 1880, Detroit,	Theodore H. Hinchman
November 9, 1881, Cincinnati,	James S. Burdsal
November 8, 1882, Cleveland,	Horace Benton

NAME CHANGED NOV. 8, 1882.

TO

National Wholesale Druggists Association.

PRESIDENTS—Continued.

October 17, 1883, New York City,	William A. Gellatly
October 22, 1884, St. Louis,	Christian F. G. Meyer
October 20, 1885, Philadelphia,	Mahlon N. Kline
September 27, 1886, St. Paul-Minneapolis,	Daniel R. Noyes
August 23, 1887, Boston,	E. Waldo Cutler
September 11, 1888, Saratoga,	George A. Kelly
October, 22, 1889, Indianapolis,	Peter VanSchaack
October 2, 1890, Washington, D. C.,	Daniel Stewart
October, 21, 1891, Louisville,	Wm. A. Robinson
September 21, 1892, Montreal,	James E. Davis
October 11, 1893, Detroit,	Frank A. Faxon
October 1, 1894, New York City,	Thos. F. Main
September 4, 1895. Denver,	J. C. Eliel
October 5, 1896, Philadelphia,	John B. Purcell
October 13, 1897, Richmond,	Charles F. Weller
October, 20, 1898, St. Louis,	Cyrus P. Walbridge
October 12, 1899, Niagara Falls,	Edward C. Frisbie

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TWENTY-FIFTH ANNUAL MEETING

OF THE

NATIONAL

Wholesale Druggists Association,

AT

NIAGARA FALLS, NEW YORK.

October 10, 11, 12, 13, 1899.

OPENING EXERCISES.

Tuesday, October 10, 1899.

The joint opening exercises of the National Wholesale Druggists' Association and The Proprietary Association of America were held at the International Theater, Niagara Falls, N. Y., on Tuesday morning, October 10, 1899.

President Walbridge, of St. Louis, called the meeting to order at 11 o'clock, and said:

Gentlemen of the National Wholesale Druggists' Association, the Proprietary Association of America and the National Association of Retail Druggists: This is

not a business meeting; we have come here simply to receive the keys of this growing city and its freedom, and to receive the assurances of this municipality that in case any of these three angles of the great drug triangle should get into trouble, that he will be able to get out of it without much difficulty. I have the pleasure and honor of introducing Arthur C. Hastings, of Niagara Falls, N. Y.

Mayor Hastings—Mr. President, Ladies and Gentlemen of the Association: The President has introduced me as if he had taken possession of the Falls, as I am sure any gentleman would after seeing them. He takes it for granted that the Falls are yours, and he is right. Niagara Falls has become more of a manufacturing city, possibly, than a city of conventions or pleasure, as it was a few years ago. The development of the water power of the Niagara River in the last eight or nine years has been something enormous. We have been developing in the earlier company, the Niagara Falls Hydraulic Power and Manufacturing Company, something like 50,000 horse-power, which is being used in factories in and about the city. The company called the Niagara Falls Power Company is developing 50,000 horse-power, which they are delivering all over this section of the country, some twenty-five miles hereabout. The city of Buffalo is supplied with a great deal of this power for its railway system, and the city lighting, if not done wholly from this power, will be shortly. We congratulate ourselves on the growth of the last ten years, during which time we have doubled in our population. This has come, of course, through the power development, as well as the natural resources of the country.

We have a natural park here, sustained by the State of New York, which is free to all comers. It may be that some of the gentlemen in this party will feel the

same as a gentleman who was one of a party of prominent Germans who were here on Sunday, whom I had the pleasure of showing one of the power plants. After remarking on the beauties of Niagara Falls and the size of our manufacturing interests, he said: "What a pity it was that the water going over the brink of the Falls was not beer—what a delightful place it would be if it were beer!" It is estimated that something like one hundred and seven million gallons of water pass over the Falls each minute. What a place this would be for your laboratory! A few drops of nux vomica to a pailful of water might be bottled and sold all over the country as coming from Niagara Falls and it would sell with great rapidity, as I know of no water which is more healthful, in conjunction with the air in this section, than the waters of Niagara.

The city of Niagara Falls is proud to have you with us. We believe that you will find natural advantages here which will occupy your leisure time and we trust you will find time to become acquainted with the great works which have been going on in our electrical development. We are called the "Electric City;" and if your members will take the time to visit the different factories here, which are open for your visits, you will be more than pleased with the time spent and you will see something in this great development which nowhere else can be seen on the face of the earth. Most people have very little conception of what it represents—the amount of money invested and the amount of labor involved in it. The one concern here which is developing a large amount of power, for instance, with one generator is developing 5,000 horse-power, is running the cars in the city of Buffalo partly, and the cars between here and Buffalo and the surrounding country; is lighting the city; is mak-

ing carborundum, aluminum and acetylene gas, and is doing something like twenty entirely different things all from the same generator. This is a matter very few people understand.

I know that my welcome to you is considered to be a formal matter; but I desire to say on behalf of the city that we are very much pleased to have you with us, that the gates are wide open, the latchstring always hangs on the outside, and we shall always be glad to welcome you. If there is anything you want, do not fail to ask for it, as it will be yours for the asking. I am obliged to you for this opportunity of addressing you and welcoming you within our gates. ([Applause.]

President Walbridge—I think the Mayor is entirely right when he says that the Niagara waters are very healthful to drink. I think there is one gentleman here who will join issue with him when he says it is the most healthful thing in the world to drink, and I will ask Dr. V. Mott Pierce, President of the Proprietary Association of America, to respond to the address of Mayor Hastings.

President Pierce—Mr. Chairman, Mr. Mayor, Ladies and Gentlemen of the N. W. D. A., N. A. R. D. and P. A. A.: I hope you will pardon me if you notice any slight nervousness on my part, for I want to assure you that this is the first time I have ever appeared on the American stage and the footlights somewhat distract my mind at present.

The great Chief of the 'Nee-ah-garahs has spoken. He has opened the wigwams of that powerful branch of the Iroquois, the Nee-ah-garahs, to our tribesmen. Our Kickapoo medicine man reciprocates his words of greeting and has laid down the tomahawk and is ready to smoke the pipe of peace. [Applause.]

We ask our head men to be gentle to the squaws of the Nee-ah-garahs, and on entering any of the near by lodges of your squaws, that they make peace offerings of wampum for their canoes; otherwise they may get a tomahawk.

I should also advise them to approach your brave hackmen with fear and bated breath and with proper respect; and if they offer to take you around the Falls for fifteen cents, that you have more than two dollars in your inside trousers to pay for the ride back or he will "take it out of you." [Laughter.]

And, again, when our wise men are on the brink of the Gorge, we advise them to stop and meditate. Think of the terrific energy of these Falls, so typical of the Western New Yorker! How different from the Mississippi River, which just lazily slops along, anyhow!

Then you will notice the river is full all the time—that's just like us, too. We ask you to keep your hands off, and just let Nature take her course. You will note that the Falls just go by themselves. Within the memory of man it has never been found needful, in the severest dry weather, to operate them by artificial means. We never have had to pump the water back into Lake Erie to supply the demand. Nature has done everything. And yet, if these Falls were to stop running, they never would be mist; and the "maid of the mist" would lose her job.

It is said that "Niagara" is good for newly married folks. It speaks whenever they run out of discourse. It distracts them from one another, which is a great kindness, and the noise prevents others from hearing what they say to one another, which is also a kindness to all concerned. It is kind to them all the way through, so long as they hug the bank—and the bank alone! [Laughter.]

It teaches, among other things, to let things slide when opposition is no good.* It stands for the resistless tide of life that sweeps us all over the falls, sooner or later, and so it teaches us to float along tranquilly and not to fall out with one another.

After our medicine men have learned these lessons we will go home to our wigwams with a new sense of the eternal fitness of things in Nature and with sincere feelings of gratitude to our host of the Nee-ah-garahs and their Chief here, who has so graciously welcomed us. [Applause.]

President Walbridge—Whether this is a good place for young married people always or not is not settled; but it seems to have been a good place for "Chimmie" and the "Duchess." I do not know whether that gave the doctor his inspiration or not. I referred to the drug triangle. It is a long time since I went to school; but it seems to me they used to tell us something about an equilateral triangle. I believe that meant a triangle with equal sides and equal angles. Is that right Mr. Mayor?

Mayor Hastings—I think that is right.

President Walbridge—Now we have had two sides of this triangle, and there is another side, which we hope will aid us in making the sides and angles of the various matters to come before us at this meeting exactly equal; and I will ask the President of the National Association of Retail Druggists, Mr. Simon N. Jones, of Louisville, Ky., to respond for the retailers.

Mr. Jones—Mr. Mayor, Mr. President, Ladies and Gentlemen: On the part of the organization which I have the honor to represent it is certainly a very great pleasure to me to respond to the welcome of the Mayor of Niagara Falls. It strikes me that it is exceedingly

auspicious that this opportunity should be given to a representative of the National Association of Retail Druggists. While we have at Niagara Falls one of the great natural wonders of the world, the National Association of Retail Druggists hopes and fondly believes that it will bring around in a commercial world a wonder which will surpass it. We are working along lines that will ally every branch of the medicine business together. We believe that the jobber, retailer and manufacturer have interests which are identical—if they are not identical, they are certainly co-relative and depend upon one another. It will be the aim of the National Association of Retail Druggists to extend and confirm that alliance that we may know each other better. We feel that our interests are identical, and that the proprietors and jobbers, instead of being people who are opposed to us, are really our friends. We feel that the time when this will be recognized to its fullest extent is fast approaching. I have had today the pleasure of meeting on cordial terms men who a few years ago it would have been impossible for me to meet in the same way. The disposition of the retailer would have been to run away from them; but we find that they are the same kind of people we are, and probably willing to do anything they can to aid us when the opportunity presents itself; because as we prosper they prosper. For that reason I believe that the meeting here will be exceedingly propitious and this welcome a fortunate one. The National Association of Retail Druggists is an infant, but we are strong and healthy. We have a class of people in our ranks who will further develop the organization, and the day is coming, I believe, when the associations will meet jointly—three great branches of one industry, each one intent on improving the conditions of the others. This is the devout wish of

the National Association of Retail Druggists.

The welcome on the part of the Mayor, of course, came to me as a surprise. The retail druggists have been out in the cold so long that they did not expect to be invited to participate in these exercises. The welcome of the Mayor and the cordial speech of the president of the National Wholesale Druggists' Association and the President of the Proprietary Association of America makes us feel that we are really at home and in the house of our friends. We feel that we can tender them a cordial greeting and handshaking and say that we feel that we are welcome here as we never expected to feel a few years ago. We hope that this is only a commencement of a bright and glorious future of the three organizations. I thank you, gentlemen.

President Walbridge—Ladies and Gentlemen: This completes the prearranged programme, but most of us have learned that no programme is complete until one man is heard from. The trouble just now is that I do not see him here, but I hope Mr. Eliel of Minneapolis is in the room.

Mr. John B. Purcell—Mr. Eliel said that he expected to be called on and therefore he would not come to the meeting. He said he would go down and talk to the Falls.

President Walbridge—As Minneapolis has allowed the case to go by default, we will call on the sister city of St. Paul. We would like to hear from Mr. D. R. Noyes, of St. Paul, who was here a moment ago.

Mr. Noyes—The welcome extended to us has been very gratifying. The roar of the great cataract is a vast improvement upon the creaking of the machinery at Saratoga Springs, when the carbonic acid gas is being

pumped into the still water from their rock springs. I hope in another year that we shall be listening to the roar of the Atlantic Ocean at Old Point Comfort and the music of its splendid marine band and the morning and evening guns of the parade grounds at Fortress Monroe. [Applause.]

I remember many years since an early visit to Niagara in midwinter. The place was not as large then as now and as I was the only stranger in town the whole energies of the place were devoted to relieving me of the little money I had about me after a visit to the East. I remember, with feeling, that after I had been relieved of most of my spare change I got into an omnibus to go to the depot and in making the journey noticed this sign, "Sameway, Justice of the Peace." I felt satisfied that if the Justice of the Peace was the same way it was high time for me to be leaving town. [Laughter.]

One incident, however, served to modify any unfavorable impressions of my visit. It was in connection with a trip under the Falls, escorted by an old, colored guide, who, I suppose, by this time has retired a millionaire. The icicles had formed thirty or forty feet in length and the sun was shining through them with great brilliancy and with all the tints of the rainbow. I exclaimed, "This is magnificent—glorious!" My guide was fully equal to the occasion. He said: "Yes, sah! yes, sah! it is a sight as is worthy of the gentleman as sees it." His keen appreciation of the situation did not fail of its due reward. Niagara wept, but I rejoiced at the pleasure of meeting so discerning a man.

I trust that the meeting of these great associations, not surpassed in the magnitude and importance of the interests which they represent, or in the intelligence or character of the gentlemen in attendance, will be eminent-

ly successful in remedying some of the evils which are just now very apparent in our business; and that our friends at Niagara, who have just welcomed us will have no reason to regret our meeting here. [Applause.]

President Walbridge—I know it is pretty cool in this hall, but we must not let the source of anything be the whole thing. Mr. F. A. Dicks, of New Orleans, is here, and we will ask him to represent the other end of that great Mississippi "that slops along anyhow," as Dr. Pierce says.

As Mr. Dicks does not seem to be present, we will call upon Mr. John B. Purcell, of Richmond, to respond.

Mr. Purcell—I did not hear all that was said about Mr. Dicks and the lower end of the Mississippi. I had had the pleasure of meeting Mr. Dicks here, but I had no idea that I was committed in any way to become his proxy, so that I am at a loss to understand why I should be called on to talk about the lower end of the Mississippi. It is no doubt a magnificent river, and it has beautiful and thriving commercial centers located along its banks. It has done many things that this whole country has a right to be grateful for and to be proud of, but I feel my inability to speak on such a subject and I trust, therefore, that my duties as a committeman will excuse me to this audience from saying any more on this subject.

President Walbridge—We are all orators—every one of us. All the wholesale druggists and proprietors and retail druggists, but I think it is too cool here; we will have another opportunity to speak, and unless some gentleman in either association has some one from whom he would like to hear we will consider this session closed.

On motion, adjourned until 2:30 p. m.

FIRST SESSION.

Tuesday, October 10, 1899.

President Walbridge called the meeting to order at 2.40 p. m.

President Walbridge—Gentlemen will please be in order. It gives me pleasure to open our twenty-fifth annual meeting under circumstances which are at least pleasant, and I hope will prove to be profitable. I shall make no further speech than this at this time. I take it that this preliminary meeting is to be devoted principally to the reception of delegates from kindred organizations, organizations in kindred lines of trade, and, if it is your pleasure, we will proceed at once with that business.

The Maine Pharmaceutical Association has appointed Mr. John E. Goold, Mr. H. B. Pennell and Mr. George L. Fogg, all of Portland, as delegates. If these gentlemen are present we will be pleased to hear from them at this time. Is there any one present who knows whether any of these gentlemen are here?

Mr. A. S. Hides—None of these gentlemen are here, Mr. President, but Mr. Charles Cook is here from that association. He is not in the room just now.

President Walbridge—We will pass from that to the American Pharmaceutical Association. The President of that association has appointed the following gentlemen as delegates to this body: Mr. George L. Hechler, Cleveland, O.; Mr. A. R. L. Dohme, Baltimore, Md.; Md. Mr. Louis C. Hopp, Cleveland, O.; Mr. W. S. Thompson, Washington, D. C., and Mr. Charles G. Merrill, Cincin-

nati, O. Are any of these gentlemen present? Does any one know whether they are in the city or not?

Mr. Kline—I think Mr. Hechler is here.

President Walbridge—We will now pass to the Minnesota State Pharmaceutical Association, which has appointed as delegates to this meeting Dr. J. W. Harrah, Minneapolis; Mr. H. W. Rietzke, St. Paul, and Mr. S. F. Boyce, Duluth. Are any of these gentlemen present?

Mr. Eliel—I saw Dr. Harrah a few days ago, and he said he was afraid it would be impossible for him to be present. I do not think either of the other gentlemen are here.

President Walbridge—The New Jersey Pharmaceutical Association has appointed as delegates to this convention Mr. Thomas F. Main, New York; Mr. C. E. Mennen, Newark, N. J.; Mr. C. H. Whipple, Bridgeton, N. J.; Mr. C. J. McCloskey, Jersey City, N. J., and Mr. A. Linnett, Newark, N. J. Are either of those gentlemen present?

Mr. Main—Mr. President, I heard my name mentioned and as none of the other gentlemen appear to be present I will simply convey to this association an expression of good will from the New Jersey Pharmaceutical Association, and thank you, sir, for the courtesies of the floor which I understand are extended to its representatives. I hope the chairman of the delegation may be present and greet you more formally at one of the other sessions.

President Walbridge—We are certainly glad to receive the greetings of the New Jersey Pharmaceutical Association, and I will ask Mr. M. N. Kline to further express the sentiments of the National Wholesale Druggists' Association.

Mr. Kline—I think it might be as well to get up some entertainment or other to bring the members into the room. I do not think I will be equal to the occasion. Mr. Eliel knows, when I am called upon to make a speech I want to make it to a full house.. I know that the New Jersey Pharmaceutical Association, from my past experience, (having been occasionally privileged to meet with them is composed of gentlemen who are keenly alive to everything that is going on, not only in the pharmaceutical world, but in that which pertains to their commercial welfare; and in times past we have been favored with delegates from that association—with men who very clearly expressed what seemed to be in accord with that which ought to be done by us for them in reference to helping their commercial success. Therefore in being called upon to respond to Mr. Main's speech, I can only express regret that we did not have with us that full delegation that we might wish that we might have from them some greeting from the standpoint of the pharmacist himself. Of course we know that Mr. Main is a pharmacist and a wholesale druggist and two or three other things in one, like some of the rest of us; but I think it is unfortunate—(if I may be pardoned for injecting this into a speech, which ought to be a speech of reciprocal expressions for sending delegates at all)—that these State associations have largely omitted to send their delegates to us at this meeting. I presume that this is accounted for by the fact that all of these matters have been committed to the organization which embraces them all, which stands sponsor for them all in respect to the matters pertaining to the commercial part of their business: and I understand that, though rather late in coming in, the association which I am asked to respond to has come in as one of the integral parts of

the National Association of Retail Druggists. I presume, therefore, that when you come to that part of the program, Mr. Chairman, when the delegates from that organization shall come before us, we shall have said through their delegates what would have otherwise been said by the delegates from these different States. And then I may make a further suggestion in reference to these speeches that are to be made, which will contain matters of interest to us and them, if you will call on my friend Mr. Eliel, he will dispose of the whole matter in the style which is so characteristic of him.

Mr. Eliel—Mr. President, may I have a word?

President Walbridge—We will all be pleased to hear from Mr. Eliel.

Mr. Eliel—I object, Mr. Chairman, to Mr. Kline's method of making a speech. When he gets so that he can do this without making reference to me, he will be further along in that art than he is now. I do not know what the Philadelphia method with reference to a full house is. I do not know why he desires a full house. I only know this—that up our way when we run up against a full house we do not do much talking. [Laughter.]

President Walbridge—The National Association of Retail Druggists has appointed two delegates to this meeting. They are the president of the association, Mr. Simon L. Jones, of Louisville, Ky., and the chairman of the Executive Committee, Mr. F. E. Holiday, of Topeka, Kan. If either of these gentlemen are here we shall be pleased to hear from him. I believe Mr. Jones will address the meeting.

Mr. Jones—Mr. President and Gentlemen of the National Wholesale Druggists' Association: In all my efforts before any of these associations in advancing the in-

terests of the National Association of Retail Druggists, it has always been my fortune to make my speeches impromptu, but appreciating the gravity of the situation, I have determined to write out what I have to say, and while it may not be as effective as if it came inspired by my feelings in an impromptu speech, still I want to present cold-blooded facts, not theories, to this association. For that reason I have written my speech and I will read it. It bears the truth, I believe, and all of you will appreciate it, and I hope as a result that it will be equally as effective.

REMARKS OF PRESIDENT JONES OF THE N. A. R. D.

Mr. President and Gentlemen of the N. W. D. A.: It has been my pleasure to have appeared before some of you on former occasions and also to have the personal friendship and acquaintance of many of your members. I come as the representative of the N. A. R. D., bringing to you its good wishes and its hope for a profitable and successful meeting. We are not unmindful of the moral assistance that you have given us during our comparatively short existence, nor will we ever forget your kind and substantial remembrance in a financial way during this, the first year of our existence, and, as president of our association, I desire to-day to tender you our sincere and heart-felt thanks. The task that we have undertaken to perform has not been, nor do we expect it to be, one in which we were not going to meet obstacles, obstacles that would almost appear to be unsur-

mountable, but up to this time we have never felt any reason for being discouraged, and as our association is founded on the everlasting principles of equity and justice, such a thing as ultimate failure has never been allowed to enter our minds.

We know our enemy; we know he is securely entrenched; we know that he has friends even among those who should line up with your Association and ourselves, but we are not disheartened, and expect to prosecute the fight on the lines we have laid down, until the sheep are separated from the goats, our friends from our enemies. Many of you remember the character of men we had at our organization meeting at St. Louis; it is needless to say that we had the same kind at Cincinnati, only more of them, more determined to use every endeavor that was honorable and fair to make our principles and plans successful, more determined that we should have fair treatment and justice at the hands of all to whose prosperity we are naturally contributors. I feel that as a representative of the N. A. R. D., I am in the house of our friends; I feel that whenever financial adversity should be seen approaching we can turn to you with a certain feeling of assistance. We are also not unmindful of the fact that it is not our desire to become a pensioner upon your association, and if we continue to grow in numbers during the coming year as we did in the one just passed, we will have ample means for the prosecution of all of our work.

It is needless for me to say to you that the retail druggists in nearly all of the larger cities are and have been for years in the hardest lines. With many of them it has been an absolute struggle for existence, for bread and meat for themselves and families. With these conditions it has been evidently difficult to procure such

financial assistance as, under other conditions, would have been willingly tendered. However, we have no reason to complain. Out of their earnings they have contributed liberally, but the most encouraging thing that has happened to us has been their unswerving loyalty not only to their local associations but to the N. A. R. D. By January, 1900, we will have been indorsed by every state association in the Union, and the Dominion of Canada is knocking at our doors and seeking admission, two delegates from that section having taken part in the proceedings at Cincinnati.

The condition of affairs at St. Louis has given us great concern. We felt assured that your members would stand with us and would see their way legally to enforce the agreement made by the Western Wholesale Association in the early part of the year. We would not counsel any violation of the law of any state, but there are laws and there are others that may be called laws that will not stand even the test of common sense. All laws are founded on equity and justice, and, this being the case, no power on earth can compel any man to surrender what is his, in his own right of ownership, to any man, firm or corporation, no matter who, if he does not care to dispose of it. This is equity; this is justice. Our association feels thankful that we had one man, the distinguished and worthy president of your association, who took this position in this case, and still maintains that what is his property is his to hold, to sell, or to destroy.

I deem it my duty to call your attention to some conditions that prevail in a few of the cities which we would earnestly ask your assistance in correcting. I desire to bring before you for consideration the following resolution, adopted at the Cincinnati convention, referring to our mutual relations, which the N. A. R. D. hopes

will receive your fullest approval, and that your Proprietary Committee be requested by your association to use every endeavor to co-operate with us.

It is a fact that in many cities and towns certain firms have been given position on the jobbers' list, that the local associations in these respective places say they have no earthly right to be there, and that in many instances their legitimate purchases would not be as large as some retailers who are not on the list. This appears to our association as a manifest injustice, and we earnestly hope that your committee will ask the co-operation of the local associations, through the N. A. R. D., for the correction of this abuse. In one city with less than five hundred thousand people there are, I believe, ten recognized jobbers, more than the combined cities of Chicago, St. Louis, Louisville and Cincinnati, representing more than two million people. Our members from that city claim this is all wrong. We appealed to them to organize their local association and demand that this condition be remedied, but I infer that so many of the retailers are in debt to those so-called jobbers to such an extent as to deprive them of their liberty of action. In other cases, these so-called jobbers do a retail business in the city, but a jobbing business in adjoining states, which tends to demoralize prices locally. Think of a jobber selling five cents worth of paregoric or epsom salts and giving the customer this quantity at almost jobbing price. Does not this surprise most of you? Some retailers do not care to make such small sales, let alone a jobber.

All of you are no doubt fully aware that the course of the N. A. R. D. has for the first year been one of progressive success, and we have but one controversy, that all of our efforts to settle, to arbitrate, to adjust, have proven futile, and this controversy was not one of our

seeking. Our officers requested all the allied associations to keep hands off, feeling satisfied that a personal interview with the representatives of this corporation would certainly bring results, but all of no avail. This unfortunate fight now bids fair to assume national proportions, so far as the retail trade is concerned, and in my own state it is a source of gratification that we have the support of our jobbers. If there ever was an organization that endeavored in every honorable way to adjust a dispute it was the N. A. R. D. in this case. The chairman of our executive committee called upon them for this purpose, but was given the marble heart. We are still willing to treat with them, but expect no opportunity. We believe that this is a controversy in which all of the allied branches should participate. This corporation will not guarantee the retailer any show of a profit, and such retailers as are willing to buy so small a quantity as a twenty-five dollar lot assorted can get the best price. We submit this statement for your action.

In conclusion, gentlemen, let me say that the N. A. R. D. has the brightest prospects for the future. Our cause is just; we have right on our side, and, while we expect, and, no doubt, will have, difficulties to encounter, some of which might daunt the ardor of the most sanguine, still I believe that if we will pursue the same careful and conservative course that has marked our first year's existence, another year will find us well advanced to a successful and prosperous condition. We appeal to the N. W. D. A. for their moral and, I hope, active support. By all the ties of business relations, I feel compelled to say that you should stand shoulder to shoulder with us against the common enemy, no matter whether he is a proprietor, a cutter, or a deceitful jobber. Our success is necessarily your success, for, in proportion as

we are prosperous, so in the same proportion do the shekels rattle in your pockets. You are our natural ally, and as we have forfeited to you every right to purchase direct, that some of us have formerly enjoyed, we certainly expect it. In the name of the twenty thousand retailers whom I have the honor to represent, in the name of the toiling hundreds who are striving for a living against great odds, in the name of the fifteen or twenty thousand who will no doubt soon be with us, in the name of that common fraternity that should and no doubt does exist between the jobber and retailer, we demand it and we beg of you not to turn the cold shoulder toward us. Let us be your friends in the future as in the past, back up for us all reasonable and fair demands that we may be compelled to make, that the allied branches of our business, proprietor, jobber and retailer, may each share in a common prosperity, that by the end of another year the overworked and poorly fed apothecary may have the means to occasionally take a day off to enjoy some of the bright sunshine that God intended should be given to every man. This is the prayer of the N. A. R. D.

President Walbridge—Mr. Holiday, of Topeka, is chairman of the Executive Committee of the retail druggists, which is the working committee in their association. He has been very active and efficient and very conservative in his work, and I am sure that the association would like to have a word from him. [Applause.]

Mr. Holliday—Mr. President and Gentlemen of the National Wholesale Druggists' Association: After having heard such a well-prepared paper from our president, I do not know that the hesitating talk that I will have to give you will be received so well; it certainly will not read as well. I would like to supplement what Mr. Jones has

said by telling you a little more of the meeting which we had at Cincinnati. Some of you know and some do not that at this meeting there were, as near as I could get at the figures without having them officially, one hundred and ninety-six delegates, representing one hundred and seventy associations; this is as near as we could estimate at that time. These delegates represented about fifteen thousand members who have paid their assessment to the national organization. We gave some such figures as this last year, and gave them out honestly for the reason that the figures were furnished to us by the officers of the various local associations, but when they came to pay their assessments they found that they did not have so many working members; but the actual membership, which was represented at Cincinnati, is about fifteen thousand. The work at that meeting was carried on in a very harmonious manner, and the enthusiasm which we think was carried home by many of the delegates will result in much good. Those of you who were at St. Louis last year and looked in upon our convention saw what an earnest, working body of men we had, and I think you would have been pleased to have seen us this year and to have seen the same disposition manifested that was manifested last year. At the close of the session at Cincinnati, when the curtain was rung down, there were more people in the hall than there had been during the first day. They were there for business, and I think they will go home and perfect the work of local organization. We think in that lies the ultimate success of the plan which the three associations are working. In the conference we have had with the Proprietary Association of America we have asked them to restrict their sales to wholesalers. Some of them said: "Well, what about the wholesalers." We said: "We will take care of the whole-

salers." We have not been able to do it; that is one of the things which we have not accomplished in the last year. The proprietor has dealt very well with us, almost every one of them, but the cutter is getting goods, and he is not getting goods which have been sold direct to the retailer. Here is a proposition, gentlemen, for you to consider at this meeting. I accuse no one. I simply want to make a straightforward businesslike proposition to you—something that you should be prepared to meet; something you should talk over and do your share in regulating, as the retailer and proprietor are trying to do. We want to be with you. We insisted, and still insist, that proprietary articles shall be sold through the wholesale druggists, and no goods at lowest prices shall be sold to any retailer, large or small; and I think you will bear me out in the statement that the convincing of a large portion of our members of the value of it to ourselves has been one of the hardest things we have had to do, but we found out that the better men—the men who grasped the situation—fell into line, and this plan was thoroughly indorsed by the association at Cincinnati. We are still allied to the National Wholesale Druggists' Association, and we want to stay there. We want your help, and we want you to help yourselves. How this can best be done is for you, gentlemen, to decide. Mr. Jones and myself will be here during the week. If there is any information in our possession that will be of aid to you, we want to be called on. We will be here ready to tell you what we know and to act honestly with you, and we wish you to do the same for us.

President Walbridge—I will ask Mr. F. A. Faxon, of Kansas City, to respond to the delegation from the National Association of Retail Druggists.

Mr. Faxon—Mr. President and Gentlemen of the

National Wholesale Druggists' Association: I do not feel prepared to make a fitting response to the two admirable addresses which we have just listened to from these representatives of the infant organization of the retail druggists. I feel like congratulating that association upon the excellent choice of a president to direct the destinies of the association during the next year, for their wise action in retaining in the position of chairman of the Executive Committee Mr. Holliday, who has done such admirable work. Those of us who were in St. Louis and watched the birth of this organization and have followed it through the year have been surprised at the rapidity with which it has gathered strength. They concluded to pursue the only practicable course of reducing the cutting evil which has become such a burden to the retail druggists throughout the country. It seems to me the only thing they could have done with any promise of success. They took a broad position. As has been stated by Mr. Jones, they went to the proprietor and said: "We will forfeit all right to buy at wholesale prices; all we ask of you is that you will confine your sales to the legitimate wholesale druggist, and we are willing to pay him a profit." They might have taken a different position; they showed that they were clear-headed men when they took that ground, and it is certainly for this association to cooperate most heartily with them, and I want to say for this association that it has, to a very large extent, done that. But there are black sheep in every fold, and there are wholesale druggists who have made very fair promises to these men who have gone right straight back on them, and these are the people that must in some way be disciplined. I do not like to say these things against a member of my own household, but we must look at facts as they exist. We have jobbers and wholesale druggists

in the United States who can only be kept in a proper path by the fear of punishment, and in some way I hope the punishment will come.

I have had the pleasure of meeting a great many of the leading retailers during the past year. I have met them in different places—in Chicago, St. Louis and Baltimore and elsewhere, and I have noted not only the seriousness of their intentions, but the carefulness with which they have proceeded. It has seemed to me a wonderful thing that they have contented themselves so well under aggravating circumstances, and we have here at this meeting some very serious questions to consider. The trouble comes from members of all three organizations. Mr. Jones has named them. The great majority of the proprietors are all right, the wholesale druggists are most of them all right, and so are the retail druggists; but we must find some way to bring into line and control those whose dispositions would lead them in the other direction. That is the question which confronts us. I would say no more except to say that these gentlemen are in the house of their friends, and I can assure them in behalf of this organization that this house will always be a friendly one.

President Walbridge—Gentlemen, it has been customary to pay our respects to the Proprietary Association, and I think it is well that that should be done by our Standing Committee on Fraternal Relations. This committee is composed of Mr. William J. Walding, chairman, Toledo; Mr. J. C. Fox, Atchison, Kan.; Mr. H. Behrens, Waco, Texas; Mr. William O. Blanding, Providence, R. I.; Mr. J. S. Kinnan, Toledo, Ohio; Mr. W. D. Lamar, Atlanta, Ga.; Mr. P. S. Marquis, St. Louis; Mr. L. A. Lange, Milwaukee; Mr. D. R. Noyes, St. Paul; Mr. Charles S. Fletcher, New York City. Are either of these

gentlemen present? I shall be glad if you will get the committee together and at the meeting of the Proprietary Association this afternoon extend the cordial greetings of this association.

Since we have convened I have received a card appointing Mr. William McIntyre a delegate to represent the Pennsylvania Pharmaceutical Association. Is Mr. McIntyre present?

Mr. McIntyre—Mr. President and Gentlemen of the National Wholesale Druggists' Association: I come to bring with me the greetings of the Pennsylvania Pharmaceutical Association, and to express the hope that you will have a successful meeting, a meeting which will be far reaching in its effects upon the general trade and allied branches all over the United States, as well as to the State to which we belong. I just heard Mr. Kline make what probably would have been part of my speech, and in view of all that has been said by the representatives of the retail drug trade, I think our association will feel satisfied with extending this greeting to you.

President Walbridge—I will ask Mr. Main to respond to the greeting of the Pennsylvania Pharmaceutical Association.

Mr. Main—Mr. Chairman and Gentlemen: All I can say is that we are always glad to hear from members of the State associations, and particularly from the State from which Mr. McIntyre hails. We are glad to have him with us today, and hope he will continue with us.

Dr. V. Mott Pierce—Mr. President, there is a delegation here from The Proprietary Association of America, which is headed by Mr. Main.

President Walbridge—We would be pleased to hear from Mr. Main as representing the Proprietary Association, from which we are always glad to receive delegates.

Mr. Main—Mr. President and Gentleman: It is a privilege as well as a pleasure to represent the Proprietary Association of America at this meeting of the National Wholesale Druggists' Association, and to convey to you the greetings and good will of that body, although the greeting and good will, I think, are more effectually shown by the fact that although the business of the Proprietary Association has grown to such an extent, as to necessitate the holding of our annual meeting at a different time from that at which you hold yours, our President has called a half-yearly meeting to convene at this time and place, to take action on matters of joint interest that may be brought before us. I can only say, sir, that it is the hope of our association that we may continue to act with this association, and that there may be the same unanimity of action in the future as there has been in the past between the two associations, and that the closest relations may always exist between us.

President Walbridge—Mr. Eliel, will you respond to the greeting of the Proprietary Association?

Mr. J. C. Eliel—Mr. President and Gentlemen: It is very pleasant, indeed, to all of us, to meet as we have done for many years in the various cities of this country with these broad-spirited, big-hearted men who have associated themselves under the title of the Proprietary Association of America. I was very greatly impressed, I remember, some years ago, in the city of Denver, upon a similar occasion, when the enterprising members of the press brought out clearly the fact that these men represented four hundred millions of invested capital. Our relations with this association, while they have always been pleasant, have affected me in this way—it seems that the Proprietary Association is constantly increasing its aggregate of wealth, while our branch of the allied trades

seems to be losing; and I am afraid that if this continues for any length of time that the contribution of the jobbers will be so small that the press will cease to notice it, and that the relation of the wealth of the two associations will be measured by the standard that Mr. Vanderbilt and I are wealthy. I want to repeat to this assocition what I have said so many times on these occasions, that in the division of the spoils they think less of themselves and more of us, and if I can get them into this frame of mind I shall feel that I have not come here in vain. I thank you, Mr. President, for the opportunity of expressing my opinions.

President Walbridge—The chairman of our Committee on Fraternal Relations, Mr. Walding, is not present, and I will ask Mr. Blanding to act as chairman of the committee and assemble the committee.

Gentlemen, we have nothing further before us in this line; you know the address of the president is one of the necessary evils which are inflicted upon this association every year, and to my mind it would be better to have it disposed of as soon as possible. However, I will defer to the wishes of the association, if you have any preference as to the time. [Calls of "Now!"]

This is the first time I ever read a speech in my life, I pledge it; but I want it to be as plain as possible.

PRESIDENT WALBRIDGE'S ADDRESS.

Gentlemen of the National Wholesale Druggists Association:

We assemble in our twenty-fifth annual session under auspices favorable to the Drug Trade. The general revival of industry has benefited some lines of business more than ours, yet we have had a fair share of improved conditions.

The causes for changing the location of our annual meeting are doubtless familiar to the membership. Upon learning that yellow fever was present at the Old Soldiers' Home near Old Point Comfort much anxiety was manifested by our members. The Committee on Arrangements and Entertainment and the Board of Control promptly took the matter in hand and finally agreed to recommend a change in location from Old Point Comfort to Niagara Falls. Upon being informed of this I exercised the powers conferred upon the President by our By-Laws and ordered the change. All regretted the necessity for such action, and none more so than the Committee of Arrangements, as they had prepared a most interesting program for the entertainment of our guests, including some very pleasant and hospitable surprises by Chairman Emerson. However, your Committee and your President felt that they could not afford to take chances on a recurrence of the plague at Old Point Comfort at a time so near the annual meeting as to render a change impracticable and thus cause a large number of our members to remain away through fear of exposing their families to contagion. I am confident, however, that before leaving Niagara Falls our membership and guests will recognize that the Committee on Arrangements has done the utmost that could be done to mend any faults that may have been caused by a change of location.

Further than this it is not my purpose to review the work of the past year. The various committees are headed by able chairmen, each of whom will present the work of the year from his point of view, and it would be surplussage to embody it in this address. I prefer to talk of the future, and of that briefly.

In attempting to forecast our work there appears to me three matters of importance which are likely to command attention;

namely, the Rebate Plan, The Retailers' Association, and The Trust Agitation.

I cannot be expected to say anything new concerning the Rebate Plan. It has been the subject of so many discussions on the part of able and experienced drug men during the past quarter of a century that I doubt if any new phase could be developed if I had a desire to do so. I should like, however, to remind our members that the courts of the country have decided that a manufacturer or producer of any article has a right to make a price on that article, and has a right to agree in writing with the jobber or retailer to maintain that price. In other words, there is no law standing between us and the successful operation of the contract plan. If it fails it will be because of indisposition on the part of jobbers to adhere to it, and I am more than ever impressed with the necessity for a loyal, open, courageous acceptance of this plan on the part of every jobber. I will leave further discussion of the Rebate Plan to our able and loyal chairman of the Proprietary Committee.

During the past year there has been much activity among retail druggists all over the country for the purpose of protecting themselves. This movement is the natural outcome of conditions that are rapidly becoming insufferable to the retail druggist. Conditions that are making it impossible for a skilled pharmacist to maintain himself; and the time has not yet come for dispensing with the man who has an accurate knowledge of the compounding of drugs in small quantities. Now, it so happens that there are few, if any, communities that will support a drug store devoted exclusively to the compounding of prescriptions. The result is, the retail druggist to sustain himself at all must deal in many articles that do not come under the Pharmacy Laws, but have belonged to the drug trade since the time, to which the mind of man runneth not to the contrary, such as toilet articles, sundries, patent medicines, etc. Were it not for these articles fully half the towns in this country would be without a pharmacist capable of compounding prescriptions.

In recent years the large department stores of cities, representing vast capital, have put in these articles which formerly were carried almost exclusively by retail druggists, and they have offered these articles for sale at cost prices in order to attract customers to their establishments, expecting, of course, to pay the expense of the drug department by increase of profit in

other departments. This action on the part of department stores induced large retail druggists in the business centers of cities to pursue the same policy, that is, the policy of giving away certain articles in the drug line for the purpose of attracting people to their stores, expecting to induce such visitors to buy other articles, the prices of which are not generally known in the community, at such figures as would average up the profits of the business. This movement, if continued, will deprive the small retail druggist, located away from the great business center, of that part of his business which is necessary to enable him to maintain his place and serve his immediate community, with the skill of a registered pharmacist.

To correct this evil, which if continued will drive the skilled pharmacist out of existence, the National Association of Retail Druggists was organized along lines calculated to command respect and confidence in its stability and wisdom of management, and they have asked the wholesale druggists not to encourage department stores and aggressive drug cutters in a policy which must ultimately take away all incentive to become skilled in the business of dispensing drugs.

I had occasion to express these sentiments in a letter to the attorney-general of my state last July when proceedings were commenced against the local organization of retail druggists under the anti-trust laws of our state. I do not repeat them here because they are unique or original, but because they express my views of the recent movement among retail druggists. I do not know that I can add anything further than to say that I believe the most common sense of business fairness and sound policy, both commercial and civic, indicates that so long as the retail druggists adhere to the purposes thus far expressed, every wholesale druggist should sustain them, not theoretically, but practically to the fullest extent that the law will allow, and that such support should be withdrawn only after the courts of the land have declared it to be illegal.

I am not aware of any disposition on the part of wholesale drug men to encourage the trust idea. On the contrary, I believe there is no line of business in which it would be so difficult to form a combination which would take away the individual control of owners. Our business is technical, highly responsible, and deals with the question of life and death, not merely with property considerations. This compels a more thorough mental

discipline and a wider knowledge than is necessary in ordinary mercantile pursuits. The result is a high sense of individual responsibility and individual independence of character which resents the idea of surrendering identity of ownership, becoming managers under the direction of a board located perhaps a thousand miles away. The wholesale druggist naturally resents the idea of being merged and his identity lost in a mass. His training develops antagonism to the trust idea. This same intelligent independence, however, may, and should be, employed to bring about concert of action applying to our business natural and just laws of trade. The drug business is represented by the manufacturer, the jobber and the retailer. Are there not enough leading minds in these three branches of the trade to devise a friendly, lawful and practicable working arrangement which shall not only save ourselves much annoyance and waste, but likewise greatly benefit the community by protecting it against errors and frauds which may have fatal results to human life. I commend this to my brethren in the drug trade as worthy of their best, most serious and patriotic consideration.

Further than this, gentlemen, I have no recommendation to make to the association, but shall reserve the privilege, if occasion arises, to express my opinion during the proceedings of the convention.

In conclusion, I want to thank the members of the association for their cordial support during my term of office and their ready response to every request in the interest of the drug trade.

Respectfully submitted,

C. P. WALBRIDGE, President.

President Walbridge—Gentlemen, I have nothing further to bring before you.

Mr. Purcell—I move you, sir, that the report be referred, as usual, to a committee. It is the custom generally to refer the president's address to a committee to report at a later session.

President Walbridge—Will Mr. Frank A. Faxon kindly take the chair?

(Mr. Faxon in the chair.)

Chairman Faxon—What is your pleasure, gentlemen?

Mr. Purcell—The motion is before the house to refer the address of the president to a committee.

Chairman Faxon—There is no motion necessary. It is simply the custom for the chair to appoint a committee to report on the president's address.

Mr. Kline—I think not, Mr. Chairman. It is not a custom; it is usually done upon a motion.

Mr. Weller—I move as an amendment that the thanks of the association be tendered the president for his admirable address, and that the address take the usual course and go to a committee of five.

Mr. Purcell—I accept the amendment.

The motion was put to vote and carried.

Chairman Faxon—I will appoint on such committee Mr. J. B. Purcell, Mr. C. F. Weller, Mr. William J. Walker, Mr. C. F. Schoemaker and Mr. W. F. Mooney.

Chairman Faxon—Mr. President, I will surrender the chair to you.

President Walbridge in the chair.

Mr. Weller—It seems to me, Mr. President, it would be proper at this time to present the report of the Committee on Membership. A number of the gentlemen are present, and the applications are in my hands and it would be fit and proper that they should be granted the privilege of the floor as soon as possible.

President Walbridge—Mr. Weller is chairman of the Committee on Membership, and we will now hear his report.

Mr. Weller presented the following report:

REPORT OF COMMITTEE ON MEMBERSHIP.

To the National Wholesale Druggists' Association:

Gentlemen:—Your Committee on Membership reports having received the following applications for membership on the active and associate list:

Active Members—Theodore Merritt's Sons, wholesale druggists, Newburgh, N. Y.; Ft. Wayne Drug Co., wholesale druggists, Ft .Wayne ,Ind.; The Saginaw Valley Drug.Co. (The Smart & Fox Co., proprietors), wholesale druggists, Saginaw, Mich.; Taylor & Peek Drug Co., whole druggists and manufacturing chemists, Macon, Ga.; The Geer Drug Co., wholesale druggists, Charleston, S. C.; Stewart & Holmes Drug Co., importers and manufacturers, Seattle, Wash.; H. M. Parchen (Parchen Drug Co.), drugs and paints, Helena, Mont.; Lincoln Drug Co., wholesale druggists, Lincoln, Neb.; Churchill Drug Co., wholesale druggists, Burlington, Ia.; C. J. Lincoln Co., wholesale druggists, Little Rock, Ark.; Bailey Drug Co., wholesale druggists, Zanesville, Ohio; The Bridaham-Quereau Drug Co., wholesale druggists, Denver, Colo.

Associate Members—Hathorn & Co., mineral waters (Hathorn Springs), Saratoga Springs, N. Y.; Magnus & Lauer, essential oils and chemists, New York City, N. Y.; The Abbey Effervescent Salt Co., proprietary medicine, New York City, N. Y.; F. A. Thompson & Co., manufacturing chemists, Detroit, Mich.

Respectfully submitted,

C. F. WELLER, Chairman.

Mr. Weller—It is customary, I believe, that these names should be posted for twenty-four hours. I move that this report take that course.

President Walbridge—If there is no objection made the report will take the usual course, and the names will be posted and acted upon at a subsequent meeting.

The chairman of the Committee on Membership is

entitled to a vote of thanks for the excellent work he has done during the past year.

Mr. Weller—I want to say, gentlemen, that we have been very actively at work. We have canvassed the situation very thoroughly, and I do not believe that there is a wholesale druggist in the United States not a member of the association who has not heard from us during the year, or any one eligible for associate membership, and we are very glad indeed to present a report embracing some eighteen names.

Mr. Kline—Mr. President, I wish to make a motion at this time in reference to a detail of our business. It has been customary heretofore for me to make this motion, and I do it on this occasion. It is important that we have read at the beginning of each session a synopsis of the proceedings of the previous sessions, and I move that Mr. Toms, Secretary of the Proprietary Committee, who has heretofore taken memoranda of the proceedings of the meeting, be requested to do so at these sessions.

Motion put and carried.

President Walbridge—Gentlemen, have you any further business for this session?

Mr. Faxon—Before adjournment I wish to say that there will be a meeting of the Proprietary Committee in the writing room on this floor at a quarter before eight o'clock tonight. I would like all the members present, as there is some important business to come up. It is just before the president's reception. Get ready for that reception, and attend this meeting.

Mr. Weller—I move that the report of the secretary be read before we adjourn.

President Walbridge—There is no reason why we should not proceed with any of these formal matters which may be attended to now.

Secretary Merriam—There are some blanks in my report which it is necessary to have filled in. I did not expect the report to come up this afternoon. There are some data in regard to the membership which must be incorporated in the report before it can be read.

President Walbridge—Perhaps the report of the treasurer is ready?

Treasurer Strong—It seems to be the custom to scatter a number of carbon copies of our report among the members of the press, and I have placed my reports in the hands of the typewriter of the hotel to make carbon copies.

President Walbridge—Is there any other business? If not, the association is ready to adjourn.

On motion, adjourned until four o'clock, Wednesday afternoon.

SECOND SESSION.

Wednesday, October 11, 1899.

President Walbridge called the meeting to order at 4:10 p. m.

President Walbridge—We will now listen to the minutes of the last session.

Mr. Toms then read the synopsis of the proceedings of the previous session.

President Walbridge—This will be a convenient time to elect new members and to act on the names presented yesterday by the Committee on Membership, which have been posted the required time. How will you proceed with this? Will you vote on the names separately or on them as a whole?

Mr. Kline—I move that the secretary be requested to cast an affirmative ballot for the gentlemen whose names were proposed yesterday. Carried.

Secretary Merriam duly cast the ballot for the gentlemen named.

President Walbridge—I declare the gentlemen and firms whose names were read yesterday to be duly elected members of this association.

Gentlemen, with your permission, I will proceed to call for the reports of committees, but not in the order in which they appear in our last annual report.

Mr. Purcell—If you will allow me, sir, I would make a report of a special committee before you call for the regular committees.

President Walbridge—Certainly, sir.

Mr. Purcell—This is the report of the special committee on the address of the president. I beg to submit the report as follows:

REPORT OF COMMITTEE ON THE PRESIDENT'S ADDRESS.

Mr. President and Members of the National Druggists' Association:

Your committee, to whom was referred the address of the president, have given the same their consideration. The president calls attention, first: To the Rebate Plan and the fact that the courts of the country have decided in favor of the right of the manufacturer to enter into contracts to control the price of his goods, thus validating in law this useful and necessary adjunct of our association. Secondly—To the National Association of Retail Druggists,—and discusses the evil which threatens our co-laborers, the retail druggists. He commends the conservative lines on which they have organized, and points out the duty of the jobber to sustain this association in every way in their

power, not only "theoretically but practically." Thirdly—The proposed "Drug Trust." The president dismisses this in the same summary manner that it would appear to have been dismissed by the trade at large, but it may be that the proposition is only dormant for the while; and as it seems not to be a living question, it may be well not to attack or defend it until further developments have shown it to be a question that should engage the attention of this association

The president urges upon our members that thoughtful consideration of matters, that may bring about the economics of combination without its evils, and in this your committee fully concurs. We recommend the adoption of the following:

Resolved, That the thanks of this association are due to President Walbridge for the diligent discharge of his duties and for his able and courteous address.

Respectfully submitted,

JOHN B. PURCELL,
C. F. WELLER,
C. F. SHOEMAKER,
W. J. WALKER,
Committee.

Mr. Purcell—There is a resolution there, sir, which is of a complimentary nature to yourself and, believing that your native modesty will not permit you to put the question on it, if you will allow me, sir, I will present it to the house.

The resolution was unanimously adopted.

President Walbridge—We will proceed with the call for the reports of committees.

Mr. Kline—Would it not be well—I do not know that the president has overlooked it—but I take the liberty at least of calling his attention to the fact that Article XIV. of the constitution that the two committees, one on the selection of officers and the other on the time and place of the next meeting, should be announced on the first day of our annual session. I think that day was yesterday, and the committees were not announced.

President Walbridge—No, sir, I had overlooked it.

Mr. Kline—I simply bring that up because I thought probably it had escaped your mind.

President Walbridge—I had expected to announce the committees today. I think there are five gentlemen on each committee.

Mr. Kline—Yes, sir.

President Walbridge—I have selected these committees and will announce them now. I will say that these committees have been selected without any knowledge of the preferences of the gentlemen on the committees and with the sole purpose of having the true concensus of the association presented in the work of these committees.

For the Committee on Nominations I have selected Mr. J. B. Purcell of Richmond, Va.; Mr. W. O. Blanding of Providence, R. I.; Mr. M. N. Kline of Philadelphia, Pa.; Mr. W. A. Hover of Denver, Colo., and Mr. J. C. Eliel of Minneapolis, Minn.

For the Committee on Time and Place of Meeting I have selected Mr. C. F. Weller of Omaha, Neb.; Mr. Chas. Cook of Portland, Me.; Mr. F. A. Dicks of New Orleans, La.; Mr. Theodore Meyer of St. Louis, Mo., and Mr. F. L. Carter of Boston, Mass. Mr. Dicks of New Orleans will probably leave the city today. If he does, the vacancy will be filled later. Now, gentlemen, if there is nothing else we will proceed with the calling of the committees. We will proceed irregularly, because of the absence of some of the chairmen of the committees. We will first have the report of the Committee on Memorial of Deceased Members. In the absence of the chairman of that committee, Mr. J. C. Fox of Atchison, Kan., Mr. W. J. Walker, chairman of the Board of Control, will read the report.

Mr. Walker presented the report as follows:

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

Mr. President and Gentlemen:

It is with genuine sorrow that we have to announce that since we met together in October, 1898, the messenger of death has knocked at the door of our association and called away some of our valued members and friends.

While nothing can be said to add to the record of their life's work, so well and faithfully done, your committee respectfully submits to you a memorial of their work and a brief record of each.

We have learned in our intercourse with those whose names we here record, to esteem and value their counsel and assistance in our labors here; and while their chairs are vacant and we miss their presence, we extend to their families and business associates our sympathy in a loss which must be deeply felt by all who knew them.

WILHELM MERCK.

Born in Darmstadt, Germany, in 1833, and died at his home there, January 11th, 1899.

Was the senior member of the firm of E. Merck, of Darmstadt, and the father of George Merck, of the firm of Merck & Co., New York City. His entire life was spent in Darmstadt, where he was closely identified with the development of the large business of his house. Was for many years president of the Darmstadt Chamber of Commerce, and a member of the Municipal Council.

H. C. PARKE,

Of Parke, Davis & Co., Detroit, Michigan.

Died February 8th, 1899. Age 71 years.

Mr. Parke was a pioneer among manufacturing chemists, identified with Parke, Davis & Co. since its inception, and the remarkable success of this firm is due, no doubt, to the application of the noble virtues and principles that made up his character; strong adherence to right; high sense of honor; unswerving integrity. Though not a public man, he was a strong silent force for good among all who knew him and his good deeds rather than the words he had spoken will perpetuate his memory among all who knew him.

He was Senior Warden of St. John's Episcopal Church, the most important parish in Detroit, and a member of the standing committee of the diocese for many years.

J. CLIFFORD RICHARDSON,

Of Richardson Drug Company, Omaha, Nebraska.

Born in Pittsburg, Pa., April 15th, 1849.

Died in Pasadena, Cal., March 30th, 1899.

Was the eldest son of the late James Richardson, with whom he, at eighteen years of age, associated himself in business, and when twenty-one, became vice-president and general manager of the Richardson Drug Company, St. Louis, Mo., and later president of the Omaha house.

He was identified with many other enterprises and in

all showed remarkable business tact and energy. His untimely death is deeply regretted, especially by his large circle of friends in St. Louis and by business acquaintances all over the country.

PHILLIP ANDRE BOUR,

Of the Pennsylvania Salt Manufacturing Company, Philadelphia, Pennsylvania.

Born in March, 1838. Died May 5th, 1899.

At the time of his death was general manager of the above firm, entering their service nearly thirty years ago as traveling representative. One who knew him well says of him: "By the death of Mr. Bour, the chemical world and trade of this country has lost one of its most progressive and bright lights. He was beloved by all his associates in business; his hand was always extended to the lowest as well as the highest of the thousands of employes under him and by all alike it was deemed an honor to shake him by the hand." He was a great manager. The extent of his loss will be realized and most deeply felt by those who have had constant dealings with him.

JAMES S. BURDSAL.

Born in 1827. Died May 18th, 1899.

Mr. Burdsal was one of the founders of our association and was elected president in 1881. Nearly all his business life was spent in the wholesale drug business in Cincinnati, and after retiring, he accepted the office of appraiser of customs, under President Harrison.

Our worthy secretary was closely identified with him

in the early days of the association, and has given a more extended record in his annual report. The older members remember Mr. Burdsal as a man of sterling worth, on whose wise council it was always safe to rely.

JAMES M. FARR,

Of Powers & Weightman, Philadelphia, Pennsylvania.

Born in Philadelphia, in 1852.

Died in New York, June 24th, 1899.

Mr. Farr was the son of John Farr, one of the founders of the firm of Powers & Weightman. As a young man he entered into the employ of the above firm in Philadelphia, and in May, '65, removed to New York and became one of the managers of the New York branch, and with the exception of two years spent in Europe in the early '70's, occupied this situation until his death. He was an intimate friend of the late Rev. Dr. Crosby and an elder in his church. Mr. Farr was also a member of the Chamber of Commerce. He was regarded with great esteem by those with whom he came in contact in his daily business life and his genial disposition and universal courtesy to all endeared him to a very large circle of friends and acquaintances.

C. LINCOLN WILLISTON.

Born Jan. 16, 1843. Died July 5, 1899.

Mr. Williston began his career in the drug business at Boston, Mass., and also found employment later with McKesson & Robbins, Lanman & Kemp, and later with Geo. A. Kelly & Co., of Pittsburgh. Some twenty-six years ago he associated himself with Charles Pfizer &

Co., of New York, and remained with them until he was seized with a fatal illness. In the position of general manager, which he occupied, he became acquainted with nearly the entire drug trade, and those who had the privilege of knowing him intimately were always impressed with the purity of his character, his truthfulness and his detestation of everything not noble. His steadfast, unwavering friendships were characteristic of the man. In his death the trade has lost one of its most prominent members, and his memory will long be cherished.

FRED A. FULTZ.

Of Fox, Fultz & Co., Boston, Mass.

Born in 1859. Died August 22nd, 1899.

Mr. Fultz was an active member, for eighteen years, of the firm of Fox, Fultz & Co., having entire charge of the Boston house after the establishing of the New York branch. Was a very energetic and competent business man. Mr. Fultz had a wide circle of friends in the drug business and was held in high esteem by all with whom he came in business contact.

RICHARD A. ROBINSON, JR.

Of Robinson-Pettet Co., Louisville, Ky.

Born June 14, 1876. Died Oct. 1, 1899.

The news of the sudden death of Mr. Richard A. Robinson, Jr., came as a terrible shock to his numerous friends, many of whom had seen him in apparent good health and in his usual cheerful spirits as late as Saturday noon, he having attended to his business duties that

morning and returned home with his father to dinner. He had been unusually well and happy after a delightful vacation of over a month with his father and mother and other members of his family at Wequetonsing, Mich., from which he returned less than two weeks ago.

Saturday afternoon he had proposed to drive with his father and mother, but afterward said he would lie down for a nap. When they returned he complained of not feeling well, and said he had during their absence been troubled with dizziness, and had fallen on the floor, but that he felt better and would go to bed early and be up in the morning "all right," as he cheerfully put it.

In the early morning he asked for some light refreshment, which he took, saying he felt much better than the evening before. About half an hour later his mother found him, though lying quietly and apparently comfortable in his bed, entirely unconscious. The family physicians and others, were promptly called, in consultation, and, though all was done that love and human skill could do, he sank peacefully and quietly to his rest at 3:45 o'clock Sunday afternoon, passing from earth without ever regaining consciousness. Death was caused by a clot of blood at the base of the brain.

Richard Robinson possessed a fine character and lovely disposition. He was handsome, and his invariably bright sunny temper made him a universal favorite among a large circle of friends and acquaintances. He was the son of Mr. Wm. A. and Mrs. Virginia Tyler Robinson. Born June 14, 1876, he was in his twenty-fourth year. Baptized in infancy in St. Andrew's Protestant Episcopal church, and confirmed when only twelve years of age, he was to the end of his short, young life a conscientious and consistent member of the church, and an earnest Christian. He was secretary of St. Andrew's

Sunday school, of which his father and Mr. Geo. A. Robinson were the superintendents.

He passed through, with credit to himself the best private schools in Louisville, and took high rank in his studies and also as to his personal character, at Washington and Lee University, Lexington, Va., where he spent two years finishing the education which had been laid on good foundations in the best home schools.

In his nineteenth year he entered into business life in the old house founded by his grandfather, whose name he bore, and from the start showed such intelligence, energy and integrity that on his twenty-first birthday, by unanimous consent of the stockholders in the Robinson-Pettet Company, his father transferred to him as a gift a portion of his stock, and by his fidelity he won the esteem of his associates to the extent that last spring, without suggestion from his father, the directors made a place for him on their board and unanimously chose him to the position.

His home was brightened by his life. His affection for his large family connection and special fondness for children were marked and lovely characteristics. His affectionate devotion to his mother, father and sister was a lovely trait, and he was their constant companion and the trusted business associate of his devoted father.

He was not only a joy and pride to his immediate family, but a favorite in all his large circle of kinship, and among all the young people of Louisville, his native city. His great personal popularity has been warmly attested by the repeated inquiries as to his condition and numerous evidences of sympathy of his and his parents' many friends.

The funeral services were held at St. Andrew's church

the following afternoon at 3 o'clock, and the interment was made in Cave Hill Cemetery.

A Louisville paper in referring to the death of Mr. Robinson, says:

"It is superfluous to say that the sympathy of this community goes unreservedly to Mr. and Mrs. William A. Robinson on account of the untimely death of their noble young son. Louisville shares, in fact, their unutterable grief. It realizes its own loss. Richard A. Robinson was a young man whom this city could not spare. Admirably trained by his high minded and ambitious parents for the discharge of all of his obligations to society in its broadest sense, to the business community in which he moved and in which he was a rapidly growing factor, and to the state whenever it might have called him, it seemed that a notable career was before him. It is not easy to reconcile the dispensation of Providence with these elements of Richard Robinson's character and with his equipment for the rounding out of a useful and honorable life."

ACTION OF THE BOARD OF DIRECTORS.

Resolutions Passed by the Directors of the Robinson-Pettet Co., Oct. 2, 1899.

The sudden death of Richard A. Robinson, Jr., is a severe shock to his associates in business and to the employes of the Robinson-Pettet Company, who shared the pardonable pride of those bound by family ties in his career, so rich in promise. The majority of us have watched his growth to manhood and remarked his untiring industry, his natural capacity for business, and the unfailing courtesy and kindness he exhibited to all with whom he came in contact from his entrance into the house as a subordinate till he occupied a position of responsibility and became a director of the company. His pure Christian character, his bright and cheerful disposition and his sterling qualities of head and heart had won the respect and esteem of all; and

Whereas, It is proper that some expression be made of this regard, be it resolved

That in the death of Richard A. Robinson, Jr., the directors of this company have lost a personal friend and an already valued associate, who gave promise of still greater usefulness.

And that our sincere sympathy be extended to his bereaved family, and a copy of these resolutions be conveyed to them, and also spread in the minutes of this company.

WILLIAM MITCHELL STROTHER,

Of Strother Drug Company, Lynchburg, Virginia.

Born Feb. 6th, 1857. Died Aug. 22nd, 1899.

Mr. Strother was born in the city of Lynchburg, and educated with a view of the medical profession, but owing to an accidental injury to one of his eyes, this had to be relinquished, and he entered the drug business with his father at the age of eighteen, and shortly after they engaged in the wholesale drug business of which he was the main stay, and built up a large and prosperous trade. He possessed extraordinary business qualifications, which he demonstrated by developing in a marvelously short time one of the leading wholesale drug houses of the South. His knowledge of the drug business and of all business matters was of a high order and his advice was sought and confided in. To those in his employ he was generous and kind and in all his transactions with his fellow men was honest and sincere. He was a prominent member of the Court Street Methodist Church.

JACOB FREDERICK SCHOELLKOPF,

Of the firm of Schoellkopf, Hartford & Maclagen.

Born Nov. 15th, 1819. Died Sept. 15th, 1899.

Was born in Southern Germany, coming to this country in 1841, and engaging in the tanning business, he having served an apprenticeship in his father's tannery

in Germany. Three years later he moved to Buffalo, and was closely identified with the growth and development of that city. For twenty years he was engaged in the tanning business, having large plants in Chicago, Milwaukee, Fort Wayne and other places. In 1857 he also engaged in the milling business, and was one of the largest millers in the state of New York. Also became identified with the paper and pulp business and for twenty years past was engaged in the aniline dye business, building the largest factory for producing aniline colors in America. This factory also manufactured a full line of coal tar products.

The remarkable energy, perseverance and ability of the man made itself felt in all the enterprises in which he was interested, of which perhaps the most famous is the Niagara Falls Hydraulic Power and Manufacturing Company. At the time of his death, in addition to the presidency of the well known firm of Schoellkopf, Hartford & Maclagen, Mr. Schoellkopf was a director of several banks in Buffalo and Niagara Falls, president of the Citizens' Gas Company, of Buffalo, trustee of the Buffalo General Hospital, and president of the Niagara Falls Hydraulic Power and Manufacturing Company.

JAMES L. TRUSLOW, JR.,

Of Truslow & Co.,
Importers and Manufacturers of Corks,
New York City.

Died very suddenly of heart disease, September 26, 1899.
Aged 51 years.

Mr. Truslow was born in Brooklyn fifty-one years ago, and had been long identified with the cork industry

in this country, being an officer of prominence in the association popularly known as the cork trust, in addition to being the junior member of the firm whose offices are at No. 4 Platt street, New York City. Mr. Truslow had made his home since 1884 in Summit, N. J., and had been very prominent in religious and charitable circles in that community, having been for years the junior warden of the Calvary Episcopal Church there, and also having been identified with the institution known as the Summit Fresh Air and Convalescent Home. Mr. Truslow leaves a widow, a daughter and three sons. In his death the community in which he had made his home loses a citizen of much public spirit and benevolence, and business associates have to mourn the loss of a gentleman esteemed alike for his probity, unfailing courtesy and business ability.

EDWARD STABLER LEADBEATER.

The late Edward S. Leadbeater was born on the 31st of March, 1836, and died October 11th, 1899. At the age of 16 he entered his father's drug store, established in 1792, by his grandfather, Edward Stabler. He was actively engaged in business up to the time of his final illness, eight days before his death. He was one of Alexandria's most enterprising citizens, and was very public spirited. For ten years he served as chief of the fire department, introducing several reforms, and donating his salary each year to the various fire companies, or to public institutions. For eight years he served as a member of the board of aldermen. He was also for a number of years a director of the First National Bank of Alexandria, the Alexandria Fire Insurance Co., and other

local institutions. He was the oldest vestryman in point of service, in Christ P. E. church, (the church of George Washington and Robert E. Lee), having served in this capacity nearly 31 years. At the time of his death he was also superintendent of Christ Church Sunday school, which position he had filled for 28 years. Mr. Leadbeater was also president of the local druggists' organization, which has had wonderful success in maintaining uniform prices among all of the retailers of this city. During a period of nearly 15 years, there has been no cutting, and all the drug trade have been in perfect harmony.

RESOLUTIONS OF CHRIST CHURCH VESTRY.

At a meeting of the vestry of Christ Church, Alexandria, Va., held October 17th, 1899, intelligence having been received of the death on the 11th instant of Edward S. Leadbeater, Senior Warden, the following minutes in reference thereto was unanimously adopted:

The vestry of Christ Church deem it equally a privilege and duty to record their estimate of the worth of their late beloved brother, oldest member and Senior Warden, Edward Stabler Leadbeater.

For more than thirty years a communicant and vestryman, twenty-four years register, and eighteen years warden, as well as for nearly thirty years superintendent of the Sunday school, he had been for a longer period and was more intimately associated officially with the life of the congregation than any man in it. In each of the relations named he was exemplary—as a Christian modest, earnest, devout; as vestryman and warden judicious, indefatigable and self-sacrificing; as a Sunday school worker laborious, loving and dutiful—and his loss must long be keenly felt and mourned by pastor and people.

The Vestry bear emphatic testimony also to the simplicity, purity, integrity and benevolence of his character as a man; to the life he led and the example he has left—both a precious heritage to his children and a boon to the community where he had always lived.

They desire further to express to his surviving family hearty sympathy in their bereavement.

FREDERICK DOHMEN.

President of the Wholesale Drug Firm of The F. Dohmen Drug Company, Limited, Milwaukee, Wisconsin.

Mr. Dohmen was a native of Dueren on the Rhine, born December 20, 1832. Died in Milwaukee, December 1, 1898. The sudden death of this well known citizen and merchant, was a great shock to the business community of which he had been a member for many years. He died suddenly of heart disease in the midst of a coterie of friends with whom he was spending the evening. He was an active member of the Schlitz Bowling Club and had participated in many of the games during the evening, and while sitting in a chair watching the game with much interest he suddenly threw back his head and began to gasp for breath. His friends, Drs. Lang and Puls, were fortunately present, and springing to his assistance did everything possible to restore him, but he was already dying, and expired without uttering another word. He had been at the park most of the evening. He was apparently in his usual good health and this evening was especially jovial. He had left his home about 8 o'clock, and had participated in the bowling with his friends, and about 10 o'clock the party had partaken of a light lunch in which Mr. Dohmen joined. His sons were immediately informed, and hurried to the park. Arrangements for the removal of the body to his house were begun, and early the following morning the remains were taken to the family residence. He was survived by a widow and two sons, Henry and William F. Dohmen, members of the company of which their father was president. While the exact cause of death was not ascertained, it was undoubtedly heart failure. He had been in ex-

cellent health, and was never known to have missed a day from his business. While at times he seemed to have some trouble in breathing, it was feared his heart was affected, the ailment had never been considered at all serious, and the news of his sudden death was a great shock to his friends. He was educated in his native village, and when a young man learned the drug business. When about twenty-three years of age he came to this country, and a short time afterwards he reached Milwaukee. He had graduated in Germany as a druggist, and soon after his arrival he found employment with the firm of Enno Dorester on West Water street. Later, he became prescription clerk for the former well-known drug firm of John H. Tesch & Co., at Grand avenue and West Water street. In 1858 he decided to embark in business for himself, and under the name of Dohmen & Schulder established a wholesale drug business on a small scale. Being an energetic man and a merchant of high integrity, he began to prosper and gradually his business increased. He was a man of great energy, and largely to this quality is due the success of the business he built up. Later, his firm became known as Dohmen, Schmidt & Co., and so remained until 1883, when the F. Dohmen Company was incorporated with F. Dohmen as president, and his sons as other members of the firm. The business has been conducted under the name ever since, and is one of the largest drug houses in the state.

Mr. Dohmen was a man of charitable disposition, and he spent considerable sums in charitable work. He leaves a comfortable estate. In connection with the sudden death of Mr. Dohmen, the sad story of domestic affliction is continued. Saturday night, in the midst of her sorrow and mourning, and while her family was engaged in the preparations for the last tribute to the dead, Mrs.

Dohmen suddenly expired. Shortly before midnight, W. H. Dohmen heard a cry from his mother's room, and hastening there found her stricken by death. In a few minutes her life had passed, and she had joined her husband whom she had married at her German home nearly forty-five years ago, and with whom she had come to America, and had aided in true womanly manner in carving out the very successful career he began in Milwaukee in 1885. Side by side, two hearses stood in front of the late residence to receive the bodies of husband and wife, so sadly and strangely separated by death and by death reunited within forty-eight hours. A broken heart had testified to the intensity of her grief and love.

The sentiment of a sympathetic writer may be fittingly expressed at this time:

"Together in early life they pledged their fealty of love
And shared their joys with fullness most complete,
In later years, with rich recompense of harvest
They bravely shared the sterner cares of life
With cheerful hope; and when the sudden parting came,
With grief so bewildering—together, they were still united,
And nothing knew of grief or pain or sorrow."

LEMUEL C. PAINE.

Death of a Prominent Druggist from Effects of the Grip.

The announcement of the death of Lemuel C. Paine was unexpected by his many friends and acquaintances. Mr. Paine had not been in robust health since the death of his brother, James D. Paine, a year ago last November. The brothers had been associated in business for many years. Last Tuesday Mr. Paine complained of feeling unwell and went to his apartments on the second

floor over the Paine drug store on East Main street. A physician was summoned and he pronounced the case as a severe attack of the grip. In spite of all that was done for the sufferer he continued to grow worse and died at 11:45 o'clock Sunday night, Jan. 8, 1899.

Lemuel C. Paine was the son of Lemuel C. Paine, Sr., and he was born in Broadalbin, N. Y., January 28, 1831, being 68 years of age at his death. He received his primary education in the public schools in his native town, and when the family removed to Albion, as it did in 1836, the young man underwent an academic course. Working his own way, he was able to enter Union College at Schenectady, from which institution he was graduated in 1850.

Mr. Paine returned to Albion and immediately began the study of law, first with Hon. Henry R. Curtis and then with W. K. McAllister. At the end of two years' reading, the health of Mr. Paine's father compelled him to relinquish this profession and enter the store of his father. The drug firm was then Nicholson & Paine. Mr. Paine married Miss Elizabeth Cole in 1860. His wife died four years later, and an infant daughter died the same year. Shortly after Mr. Paine removed to Chicago and engaged in the drug business with his brother, James D. Paine, who had a few years previous gone to that city. The business was carried on jointly for about eight years, when Lemuel came to Rochester and James remained in Chicago.

After coming to Rochester, Mr. Paine entered into partnership with another brother, Cyrus F., who was then engaged in business with A. S. Lane. While a resident of Rochester Mr. Paine made many friends.

Mr. Paine leaves one brother, Cyrus F. Paine, of this city, and three nieces, Mrs. Julia Randall, of Fort Wayne,

Ind.; Mrs. John Barnum and Mrs. Arthur S. Hamilton, of this city.

HON. HUGH H. OSGOOD.

On Sunday evening, Oct. 22, occurred the death of Hugh Henry Osgood, at Manlius, N. Y., where he had gone to the former home of his wife after attending the convention of the National Wholesale Druggists' Association at Niagara Falls.

Saturday, Oct. 7, Col. Osgood, accompanied by his wife, left Norwich, Ct., for Niagara Falls. On the return trip he was ill a few days at Buffalo, N. Y., with a slight cold. He recovered and went to Manlius Village, near Syracuse, N. Y. It developed into pneumonia, which, with heart failure, caused his death. He had a slight cold when he left Norwich. For several years past Mr. Osgood's health had been somewhat poor.

Col. Osgood was a native of Pomfret, Ct., and was born Oct. 10, 1821, a son of Artemas Osgood and Saloma Johnson. In 1835 he moved to Norwich and entered the drug store of Samuel Tyler & Son, where he learned all branches of the drug business. In March, 1842, he started a drug store with Charles Lee, under the firm name of Lee & Osgood, and since 1864, when Mr. Lee died, he had managed the business alone. In these years an immense business was built up, and the concern became the largest wholesale and retail house in eastern Connecticut.

Col. Osgood took an interest in public affairs in Norwich from the first, and was a member of the Common Council for several terms. He was also one of the oldest members of the Fire Department in that city. During the civil war he was a warm supporter of the administration, and was made a member of the staff of Gov. W.

A. Buckingham, with the rank of colonel. He rendered most valuable service to the State, often being sent on important missions by Gov. Buckingham. In Norwich he was very active, and did much work in aiding in the raising and equipping of troops.

In 1875 he was elected mayor of the city by the Republicans, and held the office a year, when he resigned In 1877 he was again elected chief magistrate, and filled the position until 1886, when he declined re-election. He was a very popular mayor, and discharged the duties very efficiently during his long term. In financial circles he was for many years an influential figure, and was probably connected with more financial institutions at the time of his death than any citizen of Norwich.

Col. Osgood gained success by his own ability and unaided efforts. His disposition was retiring and all honors came to him unsought. He was kind and sympathetic, and took delight in relieving distress without ostentation. He was a representative of the old school of New England gentlemen, dignified and courtly in appearance, plain in his tastes, quiet in his life, sincere, strong and loyal in his attachments to his principles and to his friends. In public affairs Col. Osgood had been active for the past half century.

And now in closing this record of these our esteemed friends, your committee begs leave to recommend that the Secretary be instructed to set aside a memorial page in the minutes of 1899, inscribing thereon the names of our deceased members, not that they might be forgotten by us, for their work has been so well done that their memory will remain with us as examples of fidelity which

emulate us to higher and nobler purposes, but that the members of the association in future years may know how they were esteemed by their contemporary associates in our work.

Respectfully submitted,

J. C. FOX,

Chairman.

President Walbridge—What action will you take on this report?

Mr. Main—I move the report be received and adopted by a rising vote, and that this report be printed in full in the minutes of our proceedings, and the names of our deceased members inscribed on a page especially dedicated to that purpose.

The motion was duly adopted by a rising vote.

Mr. Main—If it is in order, I would offer a resolution. Our first vice-president, Mr. Albert Plaut, of New York City, is not here with us, and it is known to a great many of our members, and especially those from New York, that he lost his wife within two weeks, and as the chairman of the Board of Control has stated, our friend, ex-President William A. Robinson, of Louisville, has lost his son also within the same time. I offer a resolution that our secretary be instructed to convey to each of these gentlemen an expression of our sincere condolence in the losses which they have sustained, one in the death of his wife and the other in the death of his son.

President Walbridge—Unless objection is made this will be so ordered.

We will now have the report of the Committee on Drug Market, Mr. William S. Mersereau, of New York City, chairman of the committee.

Mr. Mersereau presented the following report:

REPORT OF THE COMMITTEE ON DRUG MARKET.

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

In submitting to your honorable body this report upon the condition of the drug trade during the year just closed, your committee is happy to be able to offer unqualified congratulations upon a twelve months' history of prosperity of exceptional range and degree. The year opened with every promise of much better things than had for sometime gone before, and the promise was kept. The improvement that had then actually gotten under way in spots, so to speak, developed from a local into a practically national condition of healthy activity; and the steady movement into channels of consumption of a very heavily increased volume of merchandise, could not but stimulate confidence in all departments of the market.

Conservatism has marked the action of purchasers, and this has prevented their accumulating surplus stocks, and enabled them to meet their obligations with satisfactory promptness. Another result of this conservative policy has been the checking of any tendency along the lines of speculation, an element which none of us believes is a desirable addition to legitimate business; and financial affairs have been maintained upon a sound and healthy basis. There have been no important failures among wholesale druggists in any section of our great country, and we believe that the steady adherence to the plan of conservatism must largely be credited with that happy fact.

Fluctuations in prices have been chiefly the result of natural causes. Crop conditions have had the normal effect of advancing values when the yield was small, and reducing them when producers were favored with a liberal output. In a few instances the advent of new manufacturers in certain lines, brought about keen competition and a consequent shrinkage of prices. Similar results have followed where foreign products have been brought into closer competition with articles of American manufacture. Speculation, however, has had little or nothing to do

with the variations, and the general market has been remarkably free from any disturbing influences of a serious nature.

In preparing this report your committee has acted upon a suggestion that a tabulated statement be included, giving quotations at quarterly intervals; not alone for comparison, but for future reference, and it is hoped that this departure from the method of former committees will meet with the approval of the association. Following is a list of the more prominent articles in the various branches, arranged in alphabetical order, making it a simple matter to ascertain prices at any of the quarterly periods given:

	Sept. 1, 1898.	Dec. 1, 1898.	March 1, 1899.	June 1, 1899.	Sept. 1, 1899.
Acetanilid	$.28½@ .30	$.28 @ .30	$.28 @ .30	$.29 @ .30	$.23 @ .24
Acid, Benzoic, English, per oz	.06 @ .06½	.06 @ .06½	.06 @ .06½	.09 @ .09½	.09¼@ .09½
Acid, Benzoic, German, per lb	.47 @ .48	.46 @ .47	.47 @ .48	.46 @ .47	.48 @ .50
Acid, Boracic Crystals	.09½@ .09¾	.10 @ .10¼	.10¾@ .11¼	.10¾@ .11¼	.11 @ .11¼
Acid, Boracic Powd	.10 @ .10¾	.10¼@ .10¾	.11¼@ .11¾	.11¼@ .11¾	.11½@ .11¾
Acid, Carbolic, bulk	.16 @ .18	.15 @ .17	.15 @ .17	.15 @ .17	.15 @ .17
Acid, Citric	.38 @ .38½	.34 @ .34½	.37 @ .37½	.42 @ .42½	.40 @ .40½
Acid, Salicylic	.40 @ .45	.40 @ .45	.40 @ .45	.35 @ .38	.35 @ .38
Acid, Tartaric Powd	.32 @ .32½	.32 @ .32½	.32 @ .32½	.32 @ .32½	.32 @ .32½
Alcohol, Grain	2.43 @ 2.45	2.44 @ 2.46	2.44 @ 2.46	2.44 @ 2.46	2.44 @ 2.46
Alcohol, Wood, 95 pct	.75	.75	.75	.75	.75
Aloin	.40 @ .45	.40 @ .45	.40 @ .45	.40 @ .45	.40 @ .45
Ammonia, Aqua, 26 deg	.05½	.05½	.05½	.06½	.07½
Ammonia, Carbonate	.07½@ .08	.07½@ .08	.07½@ .08	.07¾@ .08½	.08 @ .08¼
Ammonia, Muriate Lump	.08¼@ .08½	.08¼@ .08½	.08¼@ .08½	.08¼@ .08½	.08¼@ .08½
Arrowroot, True Bermuda	.42 @ .45	.42 @ .45	.42 @ .45	.42 @ .45	.42 @ .45
Arrowroot, St. Vincent	.07 @ .07½	.10 @ .11	.10½@ .11	.13 @ .14	.11 @ .13
Antipyrine	.19	.17	.15½	.15½	.15
Antipyrine, Knorr's	.27	.27	.26½	.26½	.26½
Arsenic, Powdered, white	.04 @ .05	.04 @ .04½	.04¼@ .04½	.04½@ .04¾	.04¾@ .05
Arsenic, Powdered, red	.08½@ .08¾	.08½@ .08¾	.08 @ .09	.08 @ .09	.08 @ .08½
Balsam Copaiba, Cent. Am	.40 @ .42	.37 @ .39	.36 @ .38	.36 @ .38	.36 @ .38
Balsam Fir, Canada	1.75 @ 1.85	1.70 @ 1.75	2.00	1.95 @ 2.00	1.90 @ 1.95
Balsam Fir, Oregon	.55 @ .65	.65 @ .70	1.10	1.15 @ 1.25	.95 @ 1.00
Balsam, Peru	2.00 @ 2.05	1.95 @ 2.00	1.90 @ 1.95	1.90 @ 1.95	1.85 @ 1.90
Balsam, Tolu	.33 @ .35	.33 @ .35	.32 @ .34	.30 @ .31	.28 @ .29
Bay rum	2.25 @ 2.35	2.35 @ 2.50	2.35 @ 2.50	2.35 @ 2.50	2.35 @ 2.50
Bark Cascara Sagrada	.05 @ .06	.06½@ .07½	.07½@ .08	.06¾@ .08	.05 @ .06
Bark Cinchona Calisaya E. I	.15 @ .18	.15 @ .18	.15 @ .18	.18 @ .22	.18 @ .22
Bark Cinchona Red E. I	.15 @ .18	.15 @ .18	.15 @ .18	.18 @ .22	.18 @ .22
Bark Cinchona Cuprea	.07 @ .10	.07 @ .10	.07 @ .10	.07 @ .10	.07 @ .10
Bark Cinchona Loxa	.20 @ .25	.20 @ .25	.20 @ .25	.20 @ .25	.20 @ .25
Bark Cinchona Yellow Maracaibo	.10 @ .15	.10 @ .15	.10 @ .15	.10 @ .15	.10 @ .15
Bark Soap, crushed	.05½@ .07	.06 @ .07	.05½@ .06½	.05½@ .06½	.05½@ .06½
Bark Sassafras	.06 @ .06½	.06 @ .06½	.06¼@ .06½	.06½@ .07	.06½@ .07
Berries Cubeb	.06 @ .08	.06 @ .08	.06 @ .08	.06 @ .08	.06 @ .08
Berries Coculus Indicus	.03½@ .04	.03¼@ .04	.03 @ .04	.03 @ .04	.03 @ .04
Berries Juniper	.02¾@ .03	.02½@ .03½	.02½@ .03½	.02⅜@ .03½	.02⅜@ .02½
Beans Tonka, Angostura	1.25 @ 1.30	.90 @ 1.00	.80 @ .90	.65 @ .80	.65 @ .80
Beans, Tonka, Para	.17½@ .22½	.15 @ .20	.15 @ .20	.15 @ .20	.15 @ .20

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Beans, Vanilla Medican	8.00 @13.50	10.00 @16.00	11.00 @16.00	12.00 @16.00	11.00 @15.00
Beans, Vanilla, Bourbon	3.50 @ 7.00	4.00 @ 9.00	4.00 @ 9.00	4.50 @ 9.00	4.50 @ 9.00
Beans, Vanilla, Tahiti	2.15 @ 2.30	2.25 @ 2.50	2.75 @ 3.00	2.50 @ 2.60	1.75 @ 2.00
Beans, Calabar	.09 @ .10	.09 @ .10	.09 @ .10	.09 @ .10	.09 @ .10
Beans, St. Ignatius	.20	.15	.15	.15	.15
Butter Cacao, bulk	.33 @ .34	.30 @ .31	.33½@ .34½	.31 @ .32	.37 @ .38
Butter Cacao, cakes	.36 @ .37	.32 @ .34	.36 @ .38	.35 @ .37	.40 @ .41
Bismuth Subnitrate	1.20	1.20	1.10	1.10	1.20
Bismuth Subcarbonate	1.35	1.35	1.25	1.25	1.35
Bismuth Subgallate	1.25	1.25	1.15	1.15	1.25
Borax	.07 @ .07½	.07 @ .07½	.07¼@ .07¾	.07¼@ .07¾	.07¼@ .07¾
Blue Vitriol	.03⅜@ .03½	.03⅜@ .03¾	.05¾@ .06	.05⅝@ .06	.05¼@ .05½
Brimstone, crude, 2nds	21.00 @21.45	21.50 @21.75		21.75 @22.00	21.50 @22.00
Caffeine, bulk	4.00 @ 4.25	3.75 @ 4.00	3.75	3.75	3.75
Calomel	.71	.71	.71 @ .73	.73 @ .75	.77 @ .79
Cassia Buds	.24 @ .25	.25 @ .27	.25 @ .26	.25 @ .26	.25 @ .26
Chloroform	.40 @ .50	.40 @ .50	.40 @ .50	.40 @ .50	.40 @ .50
Cochineal	.25 @ .28	.25 @ .28	.25 @ .28	.25 @ .28	.23 @ .28
Cantharides, Chinese	.37½@ .40		.45	.45	.45
Chloral Hydrate Crusts	1.20 @ 1.25	1.20 @ 1.25	1.20 @ 1.25	1.20 @ 1.25	1.20 @ 1.25
Cinchonidia Sulphate	.15	.16 @ .17	.15 @ .16	.25	.30 @ .32
Cocaine Muriate, bulk	2.75 @ 2.95	3.00 @ 3.20	3.25 @ 3.45	3.25 @ 3.45	4.25 @ 4.45
Codeine, pure in bulk	4.10 @ 4.25	4.10 @ 4.25	4.35 @ 4.50	4.50 @ 4.65	4.50 @ 4.65
Colocynth Apples, Trieste	.35 @ .50	.38 @ .50	.38 @ .50	.38 @ .50	.35 @ .38
Colocynth Apples, Spanish	.20 @ .22	.18 @ .20	.17 @ .20	.17 @ .20	.17 @ .20
Copperas	.62½@ .80	.62½@ .80	.62½@ .80	.62½@ .80	.67½@ .85
Coumarin	7.50 @ 9.50	7.50 @ 9.50	6.50 @ 9.25	6.50 @ 9.25	6.00 @ 9.00
Cream Tartar, Powd	.24½@ .25	.23½@ .24	.23½@ .24	.23½@ .24	.23½@ .24
Cuttlefish Bone, Trieste	.07¾@ .08	.09	.08½@ .09	.09½@ .10	.17 @ .20
Ergot, German	.18 @ .20	.53	.25 @ .28	.29 @ .31	.42 @ .45
Ergot, Spanish	.23 @ .25	.40	.30 @ .35	.35 @ .38	.55
Flowers Arnica	.06½@ .07	.07 @ .07½	.07½	.06¾@ .07¼	.08 @ .08½
Flowers Chamomile, German	.16 @ .38	.18 @ .38	.18 @ .38	.18 @ .38	.20 @ .25
Glycerine C. P., barrels	.13 @ .13½	.13 @ .13½	.13 @ .13½	.13 @ .13½	.13½@ .14
Guarana	.34 @ .35	.34 @ .35	.40 @ .45	.40 @ .45	.40 @ .45
Gum Arabic, 1st picked	.45 @ .56	.45 @ .56	.45 @ .56	.45 @ .56	.45 @ .55
Gum Aloes, Curacoa	.02¾@ .03¼	.04 @ .04½	.03¾@ .04	.03½@ .04	.03¾@ .04
Gum Assafœtida	.15 @ .20	.15 @ .18	.14 @ .17	.16 @ .20	.16 @ .22
Gum Camphor, barrels	.33½	.36½	.45	.46	.44
Gum Chicle	.33 @ .35	.28 @ .31	.27 @ .30	.28 @ .30	.29 @ .30

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Gum Gamboge Pipe	.40	.40	.36 @ .40	.35 @ .37	.35 @ .37
Gum Kino	2.50 @ 2.75	2.50 @ 2.75	2.50 @ 2.75	2.00 @ 2.25	1.50 @ 1.75
Gum Myrrh	.20 @ .25	.20 @ .25	.21 @ .25	.21 @ .25	.21 @ .25
Gum Opium	3.70 @ 3.75	3.55 @ 3.60	3.05 @ 3.10	2.85 @ 2.90	3.17½@ 3.25
Gum Tragacanth Aleppo 1st	.58 @ .66	.58 @ .66	.58 @ .66	.58 @ .66	.55 @ .65
Harlem Oil	1.75 @ 2.00	2.25	2.10 @ 2.25	2.10 @ 2.25	2.00 @ 2.25
Insect Powder	.15 @ .27	.16 @ .28	.16 @ .23	.16 @ .23	.16 @ .23
Leaves Buch, short	.13 @ .16	.13 @ .16	.13 @ .16	.13 @ .15	.17 @ .20
Leaves Cocau Huanuco	.20 @ .22	.22 @ .24	.24 @ .25	.22 @ .24	.27 @ .28
Leaves Coca Truxillo	.10 @ .12	.15 @ .16	.20	.20 @ .22	.22 @ .25
Leaves Senna Tinnevelly	.07 @ .12	.07 @ .12	.08 @ .14	.08 @ .14	.08 @ .16
Leaves Rose, red	.50 @ .60	.50 @ .60	.70 @ .85	.90 @ 1.00	.90 @ 1.10
Leaves Sage	.02⅝@ .02¾	.02⅝@ .02¾	.02½@ .02⅝	.02½@ .02⅝	.02½@ .02⅝
Licorice Calabria	.23 @ .26	.23 @ .26	.23 @ .26	.23 @ .26	.23 @ .26
Lycopodium	.29 @ .30	.30 @ .31	.30 @ .32	.29 @ .30	.31 @ .32
Manna, small flake	.30	.25 @ .28	.23 @ .25	.23 @ .25	.23 @ .25
Menthol	2.15 @ 2.25	2.25 @ 2.30	2.40 @ 2.50	2.10 @ 2.15	2.40 @ 2.50
Morphine Sulphate, bulk	2.30 @ 2.40	2.15 @ 2.25	1.95 @ 2.05	1.95 @ 2.05	1.95 @ 2.05
Naphthaline Balls	.02½@ .02½	.02¼@ .02½	.02¼@ .02½	.05 @ .06	.02½@ .03
Oil Almonds, sweet	.20 @ .37	.17 @ .37	.17 @ .39	.23 @ .42	.23 @ .42
Oil Anise	1.75 @ 1.80	1.52½@ 1.60	1.50 @ 1.55	1.42½@ 1.45	1.50 @ 1.52½
Oil Bergamot	2.35 @ 2.50	2.20 @ 2.30	2.15 @ 2.25	2.10 @ 2.20	2.00 @ 2.15
Oil Camphor	.05 @ .06	.05 @ .06	.06 @ .07	.06 @ .07	.06½@ .07
Oil Cassia	1.20 @ 1.30	1.10 @ 1.25	1.00 @ 1.20	.85 @ 1.00	1.00 @ 1.10
Oil Castor, bbls	.12 @ .12½	.11 @ .11½	.10½@ .11	.10½@ .11	.10½@ .11
Oil Citronella	.27 @ .28	.25 @ .26	.24½@ .25	.23½@ .24	.23 @ .23½
Oil Cod Liver, Norwegian	25.00 @26.00	25.00 @26.00	23.00 @25.00	20.00 @22.00	20.00@ 22.00
Oil Cod Liver, Newfoundland	.70 @ .80	.70 @ .80	.65 @ .75	.50 @ .60	.50 @ .60
Oil Croton	1.30 @ 1.40	1.30 @ 1.10	1.10 @ 1.20	1.10 @ 1.20	1.00 @ 1.10
Oil Cloves	.62½@ .67½	.52½@ .60	.55 @ .57½	.55 @ .57½	.50 @ .55
Oil Cubebs	.70 @ .75	.70 @ .75	.70 @ .75	.70 @ .75	.70 @ .75
Oil Lemon	.90 @ 1.00	.85 @ 1.05	.85 @ 1.00	.75 @ .90	.80 @ 1.00
Oil Lemongrass	1.10 @ 1.15	1.20 @ 1.25	1.20 @ 1.25	1.10 @ 1.20	1.05 @ 1.15
Oil Lavender		1.20 @ 1.65	1.20 @ 1.65	1.20 @ 1.65	1.20 @ 1.65
Oil Orange, sweet	1.90 @ 2.05	1.60 @ 1.75	1.55 @ 1.70	1.40 @ 1.70	1.65 @ 1.95
Oil Pennyroyal	.65 @ .75	.65 @ .75	.65 @ .75	.95 @ 1.05	.95 @ 1.00
Oil Peppermint, western bulk	.85 @ 1.00	.85 @ .95	.75 @ .85	.75 @ .85	.85 @ .90
Oil Rose	5.25 @ 6.50	4.90 @ 5.75	4.90 @ 5.75	4.90 @ 5.75	4.90 @ 5.75
Oil Sassafras, natural	.32 @ .34	.35 @ .36	.34 @ .36	.32 @ .34	.32 @ .34
Oil Sassafras, artificial	.25 @ .30	.32 @ .34	.30 @ .32	.28 @ .30	.27 @ .30

	Sept. 1, 1898.	Dec. 1, 1898.	March 1, 1899.	June 1, 1899.	Sept. 1, 1899.
Oil Sandalwood	2.00 @ 5.00	2.00 @ 5.00	2.00 @ 5.00	2.00 @ 5.00	2.00 @ 5.00
Oil Spearmint	1.10 @ 1.25	.85 @ .90	.85 @ .90	.90 @ 1.00	.90 @ 1.00
Oil Wintergreen, natural	.95 @ 1.00	.95 @ 1.00	.95 @ 1.00	1.20 @ 1.25	1.35 @ 1.40
Oil Wintergreen, artificial	.50 @ .55	.50 @ .55	.50 @ .55	.50 @ .55	.50 @ .55
Oil Wormwood	2.75 @ 3.00	2.75 @ 3.00	3.00 @ 3.25	4.00 @ 4.25	4.25 @ 4.50
Oil Wormseed	2.00 @ 2.05	2.00 @ 2.05	2.00 @ 2.05	2.00 @ 2.05	2.00 @ 2.05
Paris Green, bulk	.17½	.17½	.12½@ .14	.12 @ .14	.12 @ .14
Potash Chlorate Cystals	.09½@ .10	.09¼@ .09½	.08⅞@ .09¼	.09½@ .09¾	.09¼@ .09¾
Potash Prussiate, yellow	.15½@ .16	.16 @ .17	.16 @ .17½	.18½@ .19	.18¾@ .19
Quicksilver	.56 @ .57	.55 @ .56	.58½@ .60	.58 @ .59	.63 @ .64
Quinine Sulphate, bulk	.20 @ .22	.20 @ .24	.28 @ .30	.36	.28 @ .30
Root Aconite	.10 @ .11	.11 @ .12	.12 @ .13	.12 @ .13	.15
Root Ginger Jamaica, unb	.17 @ .18	.17 @ .18	.12 @ .16	.12 @ .15	.14 @ .15
Root Golden Seal	.42 @ .44	.48 @ .50	.70 @ .75	.60 @ .62	.50 @ .52
Root Ginseng	2.75 @ 3.50	2.75 @ 4.75	2.75 @ 4.75	2.75 @ 4.00	3.50 @ 5.50
Root Hellebore Powd., white	.10	.08	.08	.09 @ .10	.08 @ .09
Root Jalap	.09½@ .10	.14 @ .15	.10½@ .12	.10½@ .11	.13 @ .14
Root Ipecac	2.30 @ 2.40	2.50 @ 2.60	3.10 @ 3.40	3.40 @ 3.50	3.65 @ 4.00
Root Orris, Florentine	.07 @ .09	.07 @ .09	.07 @ .09	.07 @ .09	.07½@ .09
Root Rhubarb	.20 @ .60	.20 @ .60	.20 @ .60	.20 @ .60	.20 @ .60
Root Sarsaparilla, Mexican	.06½@ .07	.09½@ .10	.10½@ .11	.11 @ .11½	.07 @ .07½
Root Senega	.24½@ .26	.24½@ .26	.24 @ .25	.25 @ .26	.36 @ .37
Root Serpentaria	.19 @ .24	.28 @ .30	.28 @ .30	.35	.27 @ .30
Root Valerian Belgian	.05 @ .05½	.09 @ .10	.06¾@ .07½	.12 @ .12½	.12½@ .13
Saffron, American	.12 @ .12½	.12 @ .12½	.11½@ .12	.09½@ .10	.09½@ .10
Saffron, Spanish, Valencia	9.50½@10.00	9.25 @ 9.50	10.00 @10.25	11.00 @12.00	10.50 @11.00
Salicine	2.50	.50	2.50	2.50	3.00
Santonine	2.40	2.20	2.05	2.00	3.25
Seed Anise, Italian	.06½@ .07	2.07 @ .07½	.07½@ .08	.07 @ .07½	.07½@ .08
Seed Canary, Smyrna	.02⅛	.02¼@ .02⅜	.02⅛@ .02¼	.02	.03⅛@ .03¼
Seed Celery	.06⅜@ .06¾	.06¼@ .06½	.06½@ .06¾	.06½@ .06¾	.06¼@ .06½
Seed Coriander	.01⅞@ .02	.02⅜@ .02½	.02¼@ .02½	.02¼@ .02⅜	.02¾@ .02⅞
Seed Cardamoms	.90 @ 1.25	.75 @ 1.25	.75 @ 1.25	.65 @ 1.05	.65 @ 1.05
Seed Colchicum	.09 @ .10	.09 @ .10	.11 @ .13	.16 @ .17	.16 @ .17
Seed Flax, whole cleaned, bbl	4.75 @ 5.00	4.75 @ 5.00	5.25 @ 5.50	5.25 @ 5.50	5.25 @ 5.50
Seed Hemp, Russian	.02¾@ .03	.03⅜@ .03½	.03¼@ .03⅜	.03¼@ .03½	.04 @ .04½
Seed Mustard, California, yellow	.05	.04½@ .04¾	.04¼@ .04½	.04¼@ .04½	.04¼@ .04½
Seed Quince, German	.40	.40	.40	.40	.42
Seed Rape, German	.03 @ .03¾	.02¼@ .02½	.02⅜@ .02½	.02½	.02¾@ .03
Spermacetl, block	.26 @ .27	.27 @ .28	.26 @ .27	.26 @ .26½	.27 @ .27½

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Sugar of Milk, Powdered	.09 @ .10	.08 @ .09	.08 @ .09	.10 @ .12	.10 @ .12
Suphur Roll	.01¾@ .02	.01¾@ .02	.01¾@ .02	.01¾@ .02	.01¾@ .02
Sugar of Lead, white crystals	.07¼	.07¼	.07½@ .08	.07½@ .08	.06⅝@ .07
Japan Wax	.07¼@ .07½	.07½	.07 @ .07½	.07¼@ .07½	.06¾@ .06⅞
Paraffine Wax	.04¾@ .06	.04¾@ .06	.05¼@ .06½	.05¼@ .06½	.07¼@ .08¾
Vanillin	1.50 @ 1.70	1.50 @ 1.70	1.50 @ 1.70	1.50 @ 1.65	1.50 @ 1.65

Acetanilid:—It will be noted that the price has declined about 5c per lb., the inside price a year ago being 28½c, while it is now 23c, and even the latter might be shaded on contract orders for large quantities. This is wholly due to competition from new manufacturers who have entered the field.

Acids:—The more important changes have been a sharp advance in English benzoic, due to higher cost of crude material, and an improvement in citric, owing to a similar influence. The latter, however, has since receded somewhat, as a result of competition from the foreign product. Boracic has gradually but steadily advanced under an active consuming demand and limited available supplies.

Alcohol:—Both grain and wood have ruled fairly steady throughout the year, mainly on account of the absence of disturbing influences.

Ammonia, Aqua:—Prices did not change from the basis of 5½c for 26 degrees, until between March and June of this year, when an advance to 6½c was made, and later to 7½c, which is the present ruling figure.

Ammonia Carbonate:—Quotations remained stationary at 7½@8c until March of this year, when a firmer feeling developed, resulting in a gradual advance to 8@8¼c.

Ammonia, Muriate:—Lump has remained unchanged at 8¼@8½c throughout the year, but the consumption of grain for electrical purposes has steadily increased and all grades are higher in price.

Arrowroot:—True Bermuda has not varied from 42@45c, but the St. Vincent variety has gradually hardened on account of increasing scarcity. A year ago the price was 7c, while now there is very little obtainable at 13c.

Antipyrine:—This is another article which has declined on account of competition from new manufacturers, due mainly to expiration of patent. The current quotation for new grade is 15c, against 19c in September, 1898. Knorr's has not changed much, as 26½c is the price now, and that is only ½c less than it was a year ago.

Balsams:—Copaiba has met with an average demand and quotations have ruled fairly steady. Canada fir has advanced, owing to light supplies, and Oregon has moved upward in sympathy. Peru and tolu have gradually declined under excessive stocks and rather slow demand.

Beans, Tonka:—The downward course of prices has been a prominent feature, beginning at $1.25 in September, 1898, and easing off steadily to 65@80c on the corresponding date this year. Stocks far exceeded the requirements of consumption. Other varieties are without noteworthy change.

Beans, Vanilla:—Light stocks and high prices of Mexican have turned the attention of consumers to cheaper varieties, and a largely increased volume of business has been transacted in Bourbon, which have advanced slightly in value under the improved demand.

Butter, Cacao:—Bulk has advanced to 37@38c, and cakes in 12-lb. boxes to 40@41c, mainly on account of higher markets abroad, but also to a perceptible increase of consumption by candy manufacturers.

Blue Vitriol:—Values are materially higher than they were a year ago, owing to advanced figures for the base metal.

Calomel:—There has been a decided advance in all mercurial preparations, on account of the stronger position of quicksilver, and calomel is 6@8c per lb. higher than in September of last year.

Cantharides:—Extreme scarcity of Chinese has forced the price up to 45c. Russian have undergone no material change.

Cinchonidia Sulphate:—This article has advanced in value fully 100 per cent., owing to the fact that Java bark no longer yields any of this alkaloid, and the output of Ceylon bark is very much reduced.

Cocaine Muriate:—On September 1, 1898, manufacturers' prices were on the basis of $2.75 for bulk, but the tendency since has been steadily upward, owing to scarcity of crude material, and on September 1, this year, the quotation had been advanced to $4.25. Since the latter date there has been a further advance to $5.00 and the market is very firm with manufacturers unable to deliver in excess of their contracts.

Cream Tartar:—Powdered, declined between September and December last year from 24½@25c to 23½@24c, and manufacturers' quotations have remained at the latter range ever since.

Cuttle Fish Bone:—Two successive small catches have caused extreme scarcity, and with stocks steadily diminishing prices have rapidly advanced from 7¾c for Prime Trieste in September, 1898, to 20c at the present time.

Ergot:—This is another article which has scored a sharp

advance on account of scarcity. Prime German was selling last year at 18@20c, but as soon as it became known that the new crop was almost a total failure, prices began to move rapidly upward, and there is very little to be had now at less than 50c, while Spanish is held at 60c.

Flowers Arnica:—A small crop and consequent higher primary markets, has caused an advance here of fully 2c per lb.

Gum Aloes:—A large portion of the stock of Curacoa has been bought up for speculative purposes, and prices have advanced in consequence.

Gum Camphor:—Domestic refined in barrels was quoted at 33½c a year ago, but the market has since improved in sympathy with an advance in crude, and 44c is now the ruling figure. Higher prices are generally looked for as the Japanese government has decided to create a monopoly of the crude article for the purpose of revenue. Importations of crude camphor were for:

1897	1,000,000 lbs.
1898	1,200,000 lbs.

Gum Opium:—This leading commodity has been a source of disappointment to dealers throughout the entire period covered by this report. Speculative holders have been a disturbing factor, and favorable crop reports have prevented expected advances in price. The quotations in September, 1898, were $3.70@$3.75, but since that time the tendency has been downward, with occasional spasmodic reactions, and on the corresponding date this year there was no difficulty in securing supplies at $3.17½, and perhaps a shade less. The maximum estimate of the current crop has been reduced to 6,000 cases.

Stock of Opium in Smyrna, Sept. 1, 1898	2252 cases
Stock of Opium in Constantinople, Sept. 1, 1898	714 cases
Total	2966 cases
Stock of Opium in Smyrna, Sept. 1, 1899	2175 cases
Stock of Opium in Constantinople, Sept. 1, 1899	630 cases
Total	2805 cases

Importations to the United States from Sept. 1, 1898, to Sept. 1, 1899, about 2,100 cases.

Gum Shellac:—We are indebted to Messrs. Rogers & Pyatt for the following report on shellac:

"Shellac market during the past year has ruled generally steady, business being confined to legitimate jobbing and consuming requirements of the trade in this country. Primary markets have not experienced the usual fluctuations. Speculation in the article disappeared and price is now governed entirely by the law of supply and demand. Shipments from Calcutta during the past year show an increase over preceding year. Quantity landed in the United States from September 1st, 1898, to September 1st, 1899, amounts to 53,230 cases, as compared with 43,110 cases landed during corresponding period 1897 to 1898."

Prices during the year have ruled as follows:

D. C.	25 to 26 cents
Orange Grades	17 to 20 cents
Natives	15 to 16 cents
Garnet	16 to 17 cents
Bleached	16 to 18 cents

Leaves Buchu:—Short have been gradually hardening in price owing to a small yield from the last crop, and quotations are 3@5c higher than last year. It is believed by some that the political troubles in the Transvaal may interfere materially with the gathering of the next crop.

Leaves Coca:—Reports from the producing markets of South America are to the effect that the gatherers have abandoned this industry and accepted more lucrative employment in the copper mines. This has caused a shortage of leaves and values of both Truxillo and Huanuco varieties are consequently higher.

Oils, Essential:—This usually very sensitive market has been reasonably steady and but few changes of actual position are to be noted. The lower grades of Almond oil (sweet) advanced from 20@25 per cent., owing to increasing scarcity of the fruit. Anise closed lower at the end of the year covered by this report than it opened; but during the greater part of the period it remained fairly steady, and as a rule below the parity of China values. Japanese camphor oil showed a steady increase in strength owing to the possibilities involved in the rather problematical attitude of the Japanese government toward the camphor industry. Cassia for all practical purposes may be considered to have kept company with Anise throughout the year, al-

though its fluctuations were somewhat more clearly defined owing to the much larger speculative interest in it. Croton became somewhat cheaper in response to a considerably improved supply of the raw material. Clove remained practically unchanged, although there were a number of speculative fluctuations. Of the Messina essences, lemon opened very strong, then receded, but apparently went a little too far in that direction, as there was a sudden reaction to the opening point, where it remained. Orange weakened decidedly immediately after the opening, owing to an increased supply, but here, too, there was a reaction, although not so well sustained as that in lemon. Bergamot remained comparatively steady. Pennyroyal advanced steadily in face of an increasing scarcity and promises to remain high for a considerable period. Peppermint was steady, though weak, until shortly before the close, when, with a short crop in prospect, values took an upward turn. Sassafras remained steadier than usual, the seasonable fluctuation having been less clearly defined than formerly. Wintergreen advanced steadily, and at the close was higher than for several years, owing to increasing scarcity (this, of course, refers to birch oil, the product from gaultheria procumbens, now scarcely figuring in the commercial problem). Wormwood advanced steadily and decidedly, and promises much higher prices still, the supply for several seasons having been inadequate, and the old accumulations of stock about being exhausted.

Oil, Cod Liver:—Norwegian. Although the number of fish caught this year was much smaller than last, the livers were very fat, and the yield of oil consequently large. As a result prices have not been fully maintained and quotations for leading brands show a decline of about $5.00 per barrel, compared with the figures ruling a year ago.

Imports from Norway into the United States:

1890	8500 barrels
1891	7700 barrels
1892	6850 barrels
1893	6350 barrels
1894	8650 barrels
1895	5900 barrels
1896	3750 barrels
1897	8200 barrels
1898	7200 barrels

Paris Green:—Inside prices for bulk have declined from 17½c to 12c for large parcels.

Prussiate of Potash:—There have been no developments in red, but yellow has materially improved in price under the influence of corresponding conditions in foreign markets, and prime quality is firmly held at 19c, against 15c in September last year.

Quicksilver:—Values have moved upward in sympathy with similar conditions in producing markets, and quotations show an advance of about 8c per lb.

Quinine Sulphate:—Manufacturers' quotations for bulk have been as high as 40c and as low as 20c during the period under review. Various influences have brought about the changes; among them the variations in price of bark at the monthly sales in London and Amsterdam, speculative manipulation by foreign operators, and more or less keen competition among makers. It is very evident that there is no combination of, or agreement between, the domestic and foreign manufacturers, as they have acted independently of each other when advancing or reducing prices, the initiative being taken by the one or the other, as the case might be. The present quotations are 25c for leading domestic and foreign brands. Java quinine has sold to some extent during the year but cannot yet be considered an important factor in the market.

Importations have been as follows:

1890	3,182.116	ounces
1891	2.394,165	ounces
1892	3,238,334	ounces
1893	2,164.550	ounces
1894	2.842,898	ounces
1895	2.275.746	ounces
1896	2,842,298	ounces
1897	3.545.650	ounces
1898	3,162,523	ounces

Root Aconite:—Prices have continued to harden owing to small available stocks, and while 10@12c would buy in September, 1898, the current quotation is 15c, with very little offered.

Root Ginger:—Natural has fluctuated between 18c and 12c, and now the quoted range is 14@15c, with the usual difference for bleached.

Root Golden Seal:—On September 1, 1898, the quoted range of prices was 42@45c; in December, 48@50c; March, 1899, 70@75c; June, 60@62c; and September, 50@52c. The outlook is said to be favorable to a large yield of new crop and lower prices are expected.

Root Jalap:—There has been more or less fluctuation in prices, according to the extent of the available supply, 15c and 9½c being the two extremes, while the present range is 13@14c.

Root Ipecac:—At no time during the year has the stock been of sufficient magnitude to cause material weakness and prices have moved upward from $2.30 in September, last year, to $3.65@4.00. The present range is $3.50@3.75.

Root Senega:—There was very little change from 24½@26c until recently, when prices rapidly moved up to 36@37c. Opinions are divided as to the cause of the sharp advance, some attributing it to actual scarcity of new root, and others to speculative manipulation by operators in producing markets.

Root Valerian:—The Belgian variety has been steadily becoming scarce and the price has been gradually advancing until 13c is now quoted for the limited stock available.

Salicine:—Scarcity of raw material has caused manufacturers to advance their quotations to $3.00.

Santonin:—For a similar reason manufacturers of this article have advanced their price to $3.25. A few months ago it could have been bought for $2.00.

Seeds:—There is very little in the line of drug seeds that calls for special mention. Italian anise has advanced to 7½@8c on account of a light crop. For a similar reason the price of Smyrna canary has moved up to 3⅛c. Coriander is scare and firmer, cardamoms easier, and colchicum decidedly higher. Russian hemp has steadily improved in value and current figures are the highest of the year. The fluctuations in mustard have been mostly fractional.

Sugar of Milk:—Powdered has met with an active inquiry, both for consumption and export. Manufacturers have at various times been unable to keep up with their orders, and were obliged to resort to the scaling process. Values are higher and the tone of the market is strong, mainly on account of the scarcity of raw material, which is due to drought in producing districts.

Wax, Paraffine:—Manufacturers' prices have steadily advanced from 4¾@6c in September, 1898, to 7¼@8¾c at the present time, the range of prices being according to melting point.

All of which is respectfully submitted by your committee.

WILLIAM S. MERSEREAU, Chairman.

President Walbridge—This report will take the usual course and go to the Board of Control, unless some other course is ordered.

Mr. Thomas F. VanNatta, of St. Joseph, Mo., chairman of the Committee on Paints, Oils and Glass, will present the report of that committee.

Mr. VanNatta read the report as follows:

REPORT OF THE COMMITTEE ON PAINTS, OILS AND GLASS.

Mr. President and Gentlemen:—A report on amalgamated industries by a non-amalgamated druggist must of necessity be brief, and in a measure uninteresting. The articles included in this report, paint, oil and glass being controlled by amalgamated companies, are manufactured and put on the market with a view of getting them into the consumers' hands as cheap as possible, and at the same time returning a satisfactory profit to the companies controlling the output. The middle man or jobber seems to have been overlooked in all combines, speculation by him being discouraged by the refusal to fill larger orders at times than is imagined necessary for the actual requirements of the trade.

WHITE LEAD.

The margin of profit on white lead to the jobber is fixed by the manufacturer, placing the price of the article in less than carloads at ¼c per pound over the carload price. Any reputable dealer by this price list can buy one to five thousand pounds of lead at first hand at ¼c over the carload price made to the job-

ber. The profit to the jobber is an outside gain of ¼c. But in many instances it is sold without profit to him. White lead advanced ¼c per pound on February 23, and again advanced ¼c on August 22. The cause of advance in each instance was on account of the appreciation in values on the raw material, that is, pig lead. The output of white lead for 1899 will probably be about 75,000 tons, which is about same as last year. The output for pig lead is at this time uncertain, but it will be undoubtedly very large, as the metal industry in past year has shown wonderful strength and development. To predict the future of the article is impossible. One would have to understand the course of the raw material market and at the same time divine the intention of the manufacturers as to price of the refined product to the trade.

LINSEED OIL.

The erratic condition of the linseed oil market for the past year makes it a difficult task to give a correct outline of the various changes and the causes therefor. The fiscal year in the oil business ends on July 31st. Since that date in '98 there has been the widest range of prices known for many years. A year ago the nominal price of raw oil in carloads in cooperage on the Missouri river was 30c per gallon, varying between that price and 35c until the reorganization of the "National Linseed Oil Co." was effected December 1, 1899, with the addition of all the principal independent mills, with two exceptions, Wright & Hills, of Chicago, and Spencer Kellogg, of Buffalo. The new American Linseed Oil Company, with its capital and new blood, immediately began an aggressive movement. It thought it controlled the linseed oil situation and higher prices were at once put into effect. The market moved up gradually until it reached 47c on April 11, 1899. The effect of this upward movement and the promise of even higher prices put old mills that had been lying dormant into activity, and disgruntled managers of the old National Company began at once to construct new mills. The high price of oil gave to the independent mills an opportunity to cut prices and get the business at a satisfactory profit. The American Company, organized for business on a large scale, began to feel the effect of the encroachments of the independents on a trade they imagined they controlled, saw their mistake in advancing prices and allowed the market to recede until it

touched 32c on July 28. The summer of 1899 has been phenomenal in its consumption of linseed oil. An era of good times has stimulated the building of new houses, and even towns. The effects and remembrances of hard times seem to have been entirely wiped out and covered over with a new coat of paint. The country from one end to another shows the beautifying effect of this brushing up business, and to do it all, it has taken about 5,000,000 gallons of oil more than is estimated for the usual annual consumption of the United States. The usual annual consumption is estimated at 35,000,000 gallons. The estimated consumption for the coming year is generally calculated to be 40,000,000 gallons.

The '98 crop of flax seed in the United States was about 16,000,000 bushels. The estimated crop for 1899 is now conceded to be 22,000,000 to 25,000,000 bushels. The exports of seed for the past year is estimated at about 3,000,000 bushels, while the import of Calcutta seed has been insignificant and has been estimated at about 120,000 bushels. The market has lately been an advancing one. This condition has been caused by the small supply of available seed for immediate delivery, while the demand for oil has been exceptionally good and the stocks small. With the fulfillment of the estimate of the large crops to be harvested, and a decrease in the demand as the season advances for consumptive oil, prices ought to recede some from present quotations. The crops abroad, especially in Europe, are estimated to be light. Any great foreign demand for seed from us will necessarily stimulate prices here, and on this account it is hardly supposed the price of oil in the coming year will touch the low prices of the year just closed.

WINDOW GLASS.

For the past year changes of all kinds have been so numerous in everything that goes to make up the cost of production of window glass, and the desire of the manufacturer has been so varied as to the profit he should enjoy, that it has been next to impossible for an outsider to tell what has happened, much less give the reason why. In the window glass business for the past year there has been no change in the list with the exception of the following sizes: 12x28, 13½x26, 16x20, 16x22, 16x24, 18x20. Both single and double strength, which were changed

from the 40 to the 50-inch bracket in accordance with circular issued by the American Glass Company May 3, 1898. All of these sizes were listed in the 50-inch bracket for four or five months, but were then changed back to the 40-inch bracket, where they properly belong and have remained there to the present time. This was and has been the only change since January, 1898. From an average price of about $1.50 per box for single and $2.00 per box for double strength in 1898, the value of glass has quite, if not more than doubled. I have been informed by a reliable dealer that in 1893 a well assorted lot of 40,000 boxes were offered at $1.75 per box. The stock was well proportioned as to A. & B. quality and single and double strength. This offer was declined. The low price of glass was due to a low tariff, combined with the low cost of unwrought material, and reduction in cost of labor, with a poor consumptive demand.

Since the existence of the American Glass Company the greatest advance in price has taken place. This company has managed its affairs without change practically since its formation and has done it so well as to not only control the product but to fix the price at the highest possible notch. August 1, 1898, the selling price was 85 and 10 per cent for largest quantity. This discount was established by the American Company and continued in force until sometime in December, when it was proposed to a number of the largest jobbing concerns of the country to rebate their purchases 15 per cent on single strength and 25 per cent on double strength. The discount being fixed at 85 and 10 per cent, the rebate of 15 and 25 per cent continued in force during the months of January, February and March of this year. About April 1st the American Glass Company then reduced their rebate to 5 per cent on single strength and 10 per cent on double strength. This reduction of rebate was an average advance in price of about 18 per cent. In May the basic discount was changed to 85 and 5 per cent, and the rebate remained at 5 per cent on single and 10 per cent on double strength, and that price remained until later in May, when the discount was changed again to 85 and 5 per cent, both single and double, without rebate. This price remained effective to July 27th, when the American Company advanced the price to 85 per cent for both single and double in largest quantities, and there has been no change in price since that date.

Within the last year the price of all raw materials that enter into the manufacture of window glass have advanced 10 to 30 per cent. The cost of skilled labor has been increased to manufacturer 35 per cent since the present high duty on glass became effective. This increase in cost of glass to the manufacturer, coupled with the fact that a strong combination is almost certain to exist for at least another year, assures us of a high price for window glass. The productive capacity of the last year has increased some three or four hundred pots capacity, but in consequence of there not being skilled workmen sufficient to fill all the places, there is but little likelihood of any more glass being made during the coming season than was produced during the blast of 1898-99. At a late meeting of representatives from the independent window glass manufacturers with a committee from the American Window Glass Company, an arrangement was made for the signing of a scale with the glass workers and the re-opening of the window glass factories in October and November. Rumors regarding this combination are numerous and conflicting. Enough is known however to convince the most skeptical that the present high price will remain, and even higher prices may be looked for with certainty.

Respectfully submitted,
T. F. VAN NATTA, Chairman.

President Walbridge—Gentlemen, this report will take the same course unless the meeting orders otherwise.

We will now have a report from the Committee on Arrangement and Entertainment, of which Mr. Isaac E. Emerson, of Baltimore, Md., is chairman.

Mr. Emerson—Mr. President and Gentlemen: I do not believe it has been customary for this committee to make a written report, and inasmuch as we have not much to report, I will attempt to do it verbally.

As you are all aware that at the St. Louis meeting last October it was resolved that this meeting this year should be held at Old Point Comfort, and in pursuance thereof, as chairman of the committee, I called

the committee together at Old Point last Easter. We had a very good meeting, and made most satisfactory arrangements with the managers of the Chamberlain Hotel, and had mapped out quite an interesting program of entertainment, and we are exceedingly sorry that we are not there to fulfill it. Announcement was made that the meeting would be held from October 10-15—the same days of our meeting here. The latter part of July word came from Richmond that yellow fever had broken out at Hampton, in the vicinity of Old Point Comfort, and it was thought that a change in the place of meeting was imperative. I called the committee together in New York, and we hurriedly went over the matter and concluded that it was necessary to make a change, and the facts were reported to the president of the Board of Control. Niagara Falls was suggested as a place for the meeting, and that proposition met with the unanimous approval of the president, the Board of Control and the committee of which I have the honor to be chairman. I called another meeting at Newport, and we decided upon Niagara as the place of meeting. A subcommittee consisting of Mr. Stone, Mr. and Mrs. Taylor and Mr. Cook visited Niagara and completed the details. The arrangements which we have made are set forth on the program which has been printed, and is now in the hands of the members, which we sincerely trust will meet with your approval.

A recent announcement has been made by the American Telephone Company that we will have the free use of the telephone from seven o'clock in the evening until nine o'clock in the morning. The notice to that effect is posted at the desk of the hotel, to which we specially call your attention. Before concluding this verbal report, I wish to thank the members of the committee who have worked so hard in making arrangements at two different places, and particularly to Mr. and Mrs. Taylor and Mr. Stone. If it be in order, sir, I suggest that Mr. Stone be made the permanent secretary of the Entertainment Committee. He has done the work so often, and has done it to my entire satisfaction as chairman. The entire list of entertainments is in your hands, and I trust that it will all meet with your approval. Under the conditions we did the best we could do.

President Walbridge—I have not heard any expression but the warmest approval of the work the committee

has done. I take it that it is hardly necessary to refer this report to the Board of Control, but the stenographer will transcribe it, and it will appear in the report of the proceedings.

Mr. Eliel—May I offer a suggestion? I dislike exceedingly to say anything that might possibly be misinterpreted, or anything that might reflect in any way upon our very able Entertainment Committee, and such a thought is as far from my mind as anything could possibly be. We are very grateful for the work which they have done this time and many former times, and for the thoughtful consideration which they have shown in making their arrangements, and I think perhaps we are under too much obligation to them and that leads up to the point which I desire to bring before this convention. I think the committee has been too thoughtful of our comfort and our entertainment, and the result is we lose a great deal of time in these meetings which is devoted to entertainments, and are in danger of losing sight of the fact that we come here to transact serious business, and that after all the entertainment is a side issue. The very able and efficient work which this committee has done, and some former committees, has rather made the entertainment the principal feature of the convention and the business of the meeting has been sidetracked for the time being. I know in this expression I voice the sentiments of a number of members of our association. We are business men. We have, most of us, work to do at these meetings, and we leave our desks and come long distances to do that work. I want to criticise in the friendliest possible spirit, and hope my criticism will be so taken, the fact that we gathered here yesterday and had twenty-four hours in which we might have transacted valuable business, and in some way that fact was over-

looked by the committee; and I hope that the resolution that we once passed in this association will be borne in mind by the incoming Committee on Entertainments. I want to emphasize the fact that we come here to do serious work, and the sooner we get that work done the better, because we can never tell what is coming up that may require much time for its consideration and disposition, and when we have done that work those of us who have time can devote it to pleasure, and the rest of us who have not time can go back home. I know that Mr. Emerson and his committee will take these remarks in the spirit in which I offer them—for the interest and welfare of our association.

Mr. Emerson—Just one word in reply to our esteemed friend. The committee was told that Mr. Eliel would not attend this meeting, as he was going abroad, and that being the case we would not have any very lengthy speakers, and the others would get through in much less time than is usually required. [Laughter.]

President Walbridge—I think that the Falls of St. Anthony will run up hill after that. We will now take up the report of the Committee on Commercial Travelers, of which Mr. W. J. Mooney of Indianapolis, Ind., is chairman.

Mr. Mooney presented the following report:

REPORT OF THE COMMITTEE ON COMMERCIAL TRAVELERS.

Mr. President and Gentlemen:

The excellent and comprehensive reports to previous annual meetings of the National Wholesale Druggists' Association by preceding committees on Commercial Travelers have noted with such precision, such keenness of perception, the then existing

conditions in the subject assigned to their consideration that the present committee may well hesitate to have the report of 1899 compared with those of its predecessors.

Fortunately, however, but little is left for the report of today, as the field and trade conditions generally are practically unchanged from those of a year ago, save that there is a constantly increasing prosperity in the land, due not so much to political conditions in this country as to the political conditions existing in other countries of the world, and to trade conditions, which, in many ways, have tended to benefit the United States.

The efforts of manufacturers in nearly all lines to effect combinations in order to reduce the number of commercial travelers employed, and thus cutting off some expenses, widen the narrow margin of profits, has, it is said, resulted in a measurable reduction of the force of traveling men. While this may be true in some lines that send visitors periodically to the drug jobbers (and also, it may be added, sometimes to the retail customer of the jobber), it is not markedly apparent in most trade centers among drug jobbers themselves. Drug jobbers, in the Middle West at least, seem disposed to continue to manage affairs in the good old way that prevailed before the latter-day dispensation, with its trusts and combines.

Your committee, while entertaining the belief that the commercial traveler is primarily a "good thing," and that we could only with great difficulty get along without him, still believes that some steps should be taken to decrease the number of travelers employed by the different drug houses throughout the United States. Several years ago our commercial travelers visited the trade every 30, 60, or 90 days. At the present day, the traveler visits customers every two weeks, and in many localities even oftener. These visits, with their attending expense, add greatly to the outgo, making the cost of doing business from 1½ to 3 per cent more than was the case 15 or 20 years ago.

It should be noted in this connection that many houses take haphazard chances in sending a traveler on the road by neglecting to give him the proper "coaching" before starting him out upon the territory assigned to him. It would be a wiser line of conduct for us to first thoroughly familiarize him with our ideas as to what should be done, and the way in which it should be done, and to thoroughly initiate him in the ways of the house.

Then, when he enters his territory, he will be better entitled to credentials as a representative. In fact, he will carry his credentials with him in the knowledge that shines from him, and may be recognized by all with whom he may come in contact. In other words—we should train every traveler from our house force so that when he presents himself to the trade the impression he makes will entitle him to recognition as an actual part and member of the house he represents.

As has heretofore been said in reports from the predecessors of this committee, approval is not to be given to the employment of travelers on a commission basis. The universal effect of such employment has been to demoralize trade wherever such a traveler goes.

Another subject demanding attention and reform is the expense account. The expense account of travelers is not watched and guarded, in many cases, as it should be. Many irregularities are suffered to exist that should have been discovered and cut off at the beginning. Some houses have come into question by the action of their travelers in rebating from the expense account.

The accepting by travelers of commissions from manufacturers is one practice that is becoming common in the drug trade. It is radically wrong, and a rule should be established to discourage it and break it up completely.

Notwithstanding the keen competition amongst drug jobbers, there is noticeable in their intercourse with each other, and with those who represent them to the retail trade, a better feeling than has usually prevailed. The jobber lightens the burden, and makes the way smooth to the traveling man by his willingness to come to an understanding with "the other house," and no longer pursues a "cut-throat" policy based upon the selfish principle of "Every one for himself, and the Devil take the hindmost."

Respectfully submitted,

WILLIAM J. MOONEY, Chairman.

President Walbridge—This report will take the usual course. We will now hear the report of the Committee on Adulterations, Mr. C. F. Shoemaker, of Philadelphia, chairman.

Mr. Shoemaker presented the following report:

REPORT OF THE COMMITTEE ON ADULTERATIONS.

Mr. President and Gentlemen:

When we consider the formidable looking row of volumes which constitute the existing series of annual reports of this association—already a nucleus for a small library—nearly every one of which contains a report on this and other subjects of interest to the trade, it would seem almost impossible that any really new facts or new thoughts should be brought out for your consideration. At the same time, it seems but proper that once a year we should as individuals and firms cast aside the ties which bind us to our own petty environments, and as liberal-minded merchants, view from a national standpoint the conditions which now exist in our line of business and which promise to exist in the near future.

As business men it is impossible that we should stand still. We must either go forward or backward. The policy which may be wise and defensible today may be unwise and indefensible tomorrow, and it behooves us to see that our progress is in the right direction. Occasions like this offer us an opportunity to consult our fellow merchants and where possible to agree on a united line of action. This is the chief value of association work.

The term adulteration as generally accepted by the world at large is much broader in its scope than the simple dictionary meaning. It is in fact, interpreted to cover any deviation from a fixed standard of quality. In the drug line, adulteration pure and simple would be held to be mixing with an article of standard quality, either a cheaper grade of the same article or another article less valuable in a commercial and medicinal sense. But, it might also mean in the case of a crude drug the substitution of one variety of article for another, the abstraction of some valuable constituent of the article, or the addition of some color to its appearance whereby damage or inferiority might be concealed. If a chemical, it might mean that while the product was the best which could be turned out by the facilities and skill of

the particular manufacturer, that it still lacked the degree of chemical purity fixed as a standard.

Your committee in considering this subject has decided to do so from a practical rather than from a theoretical point of view. We think it may be assumed that the members of this association are honest in their intentions and greatly prefer selling an article of good quality rather than one of poor quality. In addition to this we are distinctly of the opinion that increased knowledge on the part of our customers and keen competition, clearly indicate that our efforts should be constantly in the direction of better goods as business policy as well as for moral reasons. It is too much to expect that a revolution in such matters can be accomplished at a single bound for many reasons. It is, for example, extremely difficult to control the quality of crude drugs which are grown by nature and without cultivation. The only thing that can be done is to improve if possible the methods of gathering and curing them. In addition to the difficulties which exist in bringing a line of miscellaneous articles up to a fixed standard, the most important point is to decide what that standard shall be. While we gratefully acknowledge the tremendous strides which have been made in chemical knowledge during the last twenty years, for example, it must still be admitted that so far as the analysis of organic substances is concerned, there is much ground for difference of opinion. The discussions which have arisen during the last few years between experienced chemists in regard to such articles as pepsin, balsam copaiba, oil of bay and lately belladonna plasters, indicate that the establishment of a standard which shall be unquestioned is not an easy matter. In addition to this while we cheerfully admit the importance of this subject, we believe that under existing conditions the danger to which our people as a nation are liable to be subjected in the adulteration of food or drugs is infinitesimal when compared with other sources. It seems to us that especially in our large cities we need pure water and pure air far more than we need protection from impure drugs.

In preparing this report your committee desired, if possible, to secure the co-operation of our entire association. With this object in view—as no doubt all of you know—a letter was sent to each member of the association requesting their experiences

and opinions upon certain specified points. Out of a total membership of two hundred and thirty your committee received one hundred and eighteen replies from all parts of the country. While we regret that the number who responded was not larger, we wish to extend our grateful thanks to those who did reply, especially as the answers in many cases show evidence of the most careful thought and consideration.

The first question presented read as follows: "Have you during the last year had brought to your attention any new form of adulteration or sophistication in any line which previously had not made its appearance." To this question the answer was in almost every case "No," showing that whatever evils in this direction we have to contend with have probably not been increased during the life of this committee. The exception mentioned by two or three members was that of vanillin, of which a number of cases of adulteration were given, in one case the sophisticated article being composed to the extent of about 90 per cent of benzoic acid pure and simple. As the manufacture of vanillin is generally supposed to require considerable technical skill and likewise some personal risk, it seems to us that sellers of the article should be scrutinized with great care, especially by those who have no analytical resources at their control.

The second question read: "Do you believe that the average quality of the crude drugs and chemical preparations sold by the wholesale drug trade is better or worse than in former years, say ten or twenty years ago. In other words, do you consider that the average quality is improving or deteriorating." In response to this question eighty members said that in their opinion the average quality of goods in our line as sold today was better than of old, some of the answers being very enthusiastic on this point. Twenty-four members considered that the quality was about the same, and nine members said that they considered the quality was worse. It may therefore be accepted as the opinion of this association that in this direction we are improving, and in this conclusion your committee heartily joins. We believe that crude drugs, as a rule, are better than in former years, because, as stated before, gradual pressure is being brought to bear on the people who gather them. We believe that the average quality of essential oils is better than formerly because we think that year by year the proportion of cheap grades designedly bought

is lessening. Finally, in regard to manufactured chemicals, we believe that the competition between the different makers, aided by the inventive genius natural to Americans, has produced an improvement in this respect which is difficult to realize. Your chairman distinctly remembers that thirty years ago the cream of tartar sold at that time as strictly pure contained only between 90 and 91 per cent potassium bi-tartrate, the balance being tartrate of lime and other impurities. This was the best that was produced. The buyer who receives today a barrel of cream of tartar from the makers receives with it a certificate by a competent chemist that the article is 99 9-10 pure potassium bitartrate, and your committee has no reason to doubt the correctness of this statement. In this connection we might add, in regard to essential oils, that we believe that the question of receiving pure goods in this line is simply a question of paying for them. If we examine the price lists of importers and dealers in goods of this class we will find that in many cases they quote two or three grades. Now, if the first grade represents a pure and standard quality it certainly cannot be expected that if we buy a second or third grade we will receive a pure or standard quality. The same remarks apply to some extent to powdered crude drugs. In this connection we especially recommend our members to investigate, if they have not done so, the propriety either of doing their own grinding and powdering or of having it done for them by professional drug millers. In most of the large cities there now exists this class of drug millers, who in many cases work only for others and do not themselves buy or sell. In either case as crude drugs sent to them may be considered as having been received by them in a fiduciary capacity, a satisfactory result is reasonably assured. We also desire to call attention to the fact that at least two manufacturers of machinery now turn out steel drug mills of superior quality which are capable of largely replacing the ordinary Buhr Stone Mills, covering a large range of articles and doing the work quickly and satisfactorily.

The third, fourth and fifth questions related to what we consider the most important question of the day before the drug trade, and that is the possibility and probability of a National Pure Food and Drug Law.

The third question reads: "Do you believe that a National

Pure Food Law is one of the probabilities of the near future." To this fifty-four members replied that they did; nine were uncertain, and twenty-five believe it is not.

The fourth question read: "Is it your opinion that such a law is demanded by the majority of the inhabitants of the country?" To this thirty-six members replied "Yes:" six were uncertain and fifty-nine said they thought not.

The fifth question read: "Are you in favor of or opposed to such a law?"

It must be remembered that the membership of our association includes a large number of firms who are not wholesale druggists, and as the interests of the jobber in this matter might be very different from those of the patent medicine proprietor or the chemical manufacturer, it was thought best in tabulating the answers to this question to separate the replies of jobbing druggists from those in other lines. After doing this the answers may be given as follows: In favor of such a law, twenty-six; opposed to such a law, twenty-seven. In favor of the law with modifications, eighteen; uncertain, six. Those outside the jobbing trade range themselves as follows: In favor, eleven; opposed, nine; in favor with qualifications, nine; uncertain, two. In this connection it may be said that a number of those who voted in favor of the law did so in a hesitating sort of way. Several of them report themselves as "not opposed to it," which could not well be classed as enthusiastic support. Of those who voted in favor with qualifications, these qualifications in most cases named conditions which are not likely to exist this side of the millennium, the principal qualifications being that the administration of the law should be entirely removed from politics and that it should be impartially, justly and uniformly enforced, which of course is impossible. There is also a possibility that these answers may have been influenced to a slight extent by the wording of question three. The intention was to specify a "National Pure Food and Drug Law," but in writing the question the expression "Pure Food Law" only was used. As the two subjects are so intimately connected it is extremely improbable that any National Pure Food Law would be placed without likewise prescribing requirements for drugs, so that it is impossible to divorce the two branches of the subject, although this may have had some little result in deciding the answers to the question.

Your committee feels warranted, however, in assuming that these answers would indicate that a majority of our members regard the passage of a Pure Food and Drug Law as a probability in the near future; that they likewise consider that it is not really desired by the people at large, but is probably largely the result of agitation on the part of those who seek office under its provisions, and finally that it is probable that a majority of our membership is opposed to the enactment of such a law under the conditions which are likely to surround its enforcement.

To your committee it seems that a careful consideration of this subject and likewise an effort to arrive at a common line of action is clearly important. In considering the matter it seems to us that our chief interest is in that section of the law which relates to drugs, while we cannot but be interested in the food section also. Our greatest interest in this latter section would be the subject of antiseptics for preserving purposes. The outcry which has been made in recent years in regard to the use of antiseptics, we believe is based largely on imaginary grounds. The use of agents of this class dates back for centuries. Our forefathers cured hams with salt petre before any of us were born. To condemn these agents as a class is unreasonable. There are quite a number which are harmless, particularly in view of the small quantities necessary. We do not deny that the sale of articles such as milk and cream, and articles generally which are sold for infants and invalids should be guarded with jealous care, but we do believe that there should be a discrimination in the law on this subject, and that there should be provisions permitting their use under certain conditions.

As stated before, however, we believe our chief and most important interest in this matter is that section of such a law which would refer to drugs and medicines proper. The question then immediately arises what shall be the standard of articles thus sold, and how shall that standard be arrived at. Permit us to quote from the Brosius Pure Food and Drug Bill as amended and introduced the second time in the last Congress:

"Section V. That the term 'drug' as used in this act shall include all medicines recognized in the U. S. Pharmacopœia and National Formulary for internal or external use and Cosmetics."

"Section VI. That for the purpose of this act an article shall be deemed to be adulterated, in the case of drugs:

First, if when a drug is sold under or by a name recognized in the U. S. Pharmacopœ it differs from the standard of strength, quality or purity according to the tests laid down in the U. S. Pharmacopœia official at the time of investigation.

Second, if when sold under or by a name not recognized by the U. S. Pharmacopœia but which is found in the National Formulary it differs from the standard of strength, quality or purity according to the tests laid down in such work.

Third, if its strength or purity fall below the professed standard under which it is sold.

Fourth, if it be an imitation bought and sold under the specific name of another article."

Allow us to remind you that these specifications were prepared with the advice of and after consultation with a considerable number of the leading druggists in this country, and as it is absolutely necessary that a standard of some kind should be had, we can see no other practical way of arriving at a standard except to assume that the U. S. Pharmacopœia is that standard. At the same time we doubt whether a majority of our members realize that a very considerable proportion of the articles which we deal in do not conform to all the Pharmacopœia specifications. This may not be due, and in most cases is not due, to any lack of honesty of intention, or to any lack of care in regard to examination, but because the tests given seem to us in many cases to be too rigid in character, without proper consideration of commercial conditions, too ambiguous in their language or conflicting in their character. In saying this we do not wish to reflect on the ability or intentions of the revisers of the Pharmacopœia. It is a thankless task, and the amount of work involved is almost beyond computation. At the same time we do wish to sound this note of warning, and to say to the world that if a Pure Food and Drug Law is to be passed, and the Pharmacopœia is to be made the standard on which goods in our line are to be judged, that it seems to us that the approaching revision of the Pharmacopœia should demand special consideration on that score. In order to give our members a slight idea of the variations which may occur in this direction we propose to cite two or three examples:

One of the most ordinary articles in an ordinary drug store is alum. This name has been applied indifferently to two salts, one consisting of aluminum tersulphate combined with ammonium sulphate, known as ammonia alum, and the other of the same salt of aluminum combined with potassium sulphate and known as potash alum. The British Pharmacopœia recognizes both articles as official. The U. S. Pharmacopœia recognizes only one, potash alum. Your committee has corresponded with a number of the largest jobbing druggists in the country with a view of ascertaining the facts in regard to the sale of these two varieties of alum. In some markets we find that potash alum is sold almost exclusively, in others that both articles are sold apparently without discrimination, and in others that ammonia alum is sold almost exclusively. In fact, in one city a member of our committee had great difficulty in procuring a single barrel of potash alum. Now, it may seem absurd, and yet it is true, that if this proposed act became a law any retail druggist selling ammonia alum in his store for medicinal use would be liable to the penalties named for selling adulterated goods, unless it were distinctly labled "ammonia alum" and not simply "alum." Ammonia alum was official in the U. S. P. 1870, but in the U. S. P. 1880 was replaced by potash alum. Curiosity in regard to the motive of the change led your committee to correspond with Prof. Chas. Rice, and in reply to our inquiry he wrote as follows:

"Concerning alum, I would say that it is not the last Pharmacopœia—of 1890—which replaced ammonia alum by potassa alum, but the Pharmacopœia of 1880. The chief reason why the change was made, and particularly upon the recommendation of Prof. Naisch, was this, that a much more uniform exsiccated alum can be produced from the potash alum than from the ammonia alum. See the U. S. Dispensatory under "Alumen Exsiccatum." There was also some discussion about the relative freedom of the two alums from impurities, and it was held that the potash alum was preferable on that account. At the present day, however, this latter argument is no longer valid. The Revision Committee of 1890 accepted the potash alum from that of 1880 without further discussion of the subject."

It will thus be seen that the Committee on Revision and Publication of the Pharmacopœia do not claim that any possible

disadvantage to the public or medical world could accrue from the sale of ammonia alum, and yet under this proposed legislation its sale for medicinal purposes would virtually be an illegal act. Carefully consider the power thus vested in the hands of any set of men. In addition to this, realizing, as all of us must, the constant changes in the methods of production of chemicals on a large scale, it is easy to see how a manufacturer might almost be debarred from the sale of a legitimate article for years at a time. Suppose, for example, that potash alum had always been used and that ammonia alum had just been discovered. If the revision of the Pharmacopœia had just been finished the discoverer of such a new method of making the article would virtually be oliged to defer offering the same for sale for medicinal purposes until the next period of revision at least.

Another chemical much more complex in character and almost as frequently sold is sodium salicylate. Having reason to believe that the article usually sold was not strictly U. S. P. in character, your committee purchased in open market seven one-pound original sealed packages from as many prominent makers and submitted them to a competent analytical chemist for examination. The results are given in a table which will be published in connection with this report. We do not deem it necessary to read this result in full, but will state that not one sample out of the seven complied with all the requirements of the U. S. P. The principal variations were these: The Pharmacopœia requires that this article shall be a white, odorless powder. All but one of the samples were odorless, but every one had a faint pink tint. The Pharmacopœia requires that an aqueous solution should be colorless even when concentrated, but each one of these samples when made into a concentrated solution showed either a yellow tint of some shade or a light brown. The Pharmacopœia specifies that when mixed with a small quantity of ammonium sulphide test solution or with an equal volume of hydrogen sulphide test solution, no coloration or turbidity should appear, thus indicating the absence of metallic impurities. All these samples developed some color, some at once and others after standing.

The Pharmacopœia specifies that a solution composed of 1 gm. of the salt dissolved in a mixture of 50 c.c. alcohol and 25 c.c. water should not be rendered turbid by the addition of a

few dróps of barium chloride test solution, or by a few drops of silver nitrate test solution, this test showing the absence of sulphates and chlorides. Four of these samples showed different degrees of turbidity with the barium chloride test and all of them some degree of turbidity with the silver nitrate test.

The Pharmacopœia likewise specifies that if one part of the salt be agitated with 15 parts of cold concentrated sulphuric acid no brown color should be produced within fifteen minutes, this indicating the absence of readily carbonizable organic impurities. This is one of the instances where the ambiguity of language about which we spoke may be cited. It is difficult to decide just what is meant by the expression "no brown color should be produced." Does this mean that the solution should be colorless? In this case two of the samples developed pale brown; four pale yellow and one a deep yellow color. Now, it seems to us that it would be a delicate question in a case like this to decide just what the Pharmacopœia does intend if a test came up for trial. Again, the question may also be asked how the observation of the color should be made, because the result of looking transversely through a test tube filled with the solution would be very different from that arrived at by looking through the same longitudinally. Again, in regard to the turbidity of the silver nitrate and barium chloride tests indicated, how much time should be allowed for this change to take place. Some of these samples developed the turbidity at once and others after standing. The chemist who made the examination of these samples states that there is no probability that the deviations complained of, slight as they are, would in any case be injurious to life or health. We have only gone into this case in extenso because it is an illustration of the character of the investigations which might be conducted under a law of this kind.

Your chairman has had a varied experience in matters of this kind, the most recent of which is herewith related: A delivery of acid hydrochloric C. P., which was likewise guaranteed to be U. S. P., was rejected by the buyers because "of the presence of foreign haloids and other impurities." This acid had been purchased from a prominent chemical manufacturing house which makes a specialty of chemicals for assay and analytical purposes and whose goods are generally accepted as being entirely standard in quality. A careful test of the acid on its return showed that the complaint was just. Upon referring the matter

to the manufacturer he disclaimed responsibility because the acid in question had been removed from the original carboy and had been transferred to bottles and stated that their regular product did not contain the objectionable features. A full carboy was then ordered from the same manufacturer, and upon its receipt, being tested, also showed the same trace of bromine and iodine. The manufacturer upon again being appealed to, then replied, "this originates undoubtedly from the salt used in the manufacture of this acid, and for the present we are unable to entirely eliminate it." Another leading manufacturer was then written to, and in reply to the inquiry stated confidently that his C. P. acid complied with all the requirements of the U. S. P., being entirely free from bromine and iodine. A carboy was then ordered from him with the same result, and there the case rests at the time of this writing. We feel sure that the products of either of these manufacturers would on account of their excellent reputation have been cheerfully accepted by any member of this association, and yet the facts given are the results of critical investigation.

As stated, we have given these examples only as illustrations of what might happen were an act of this kind to become a law. At the same time, it does not seem to us that it would be wise for this association to persistently oppose all such laws. The case is very well stated by one of our correspondents, who after saying that in his opinion a law of this kind will be enacted in the near future writes thus: "If thus a National Pure Food Law must be enacted, it is merely a matter of good judgment and prudence that we all should aid in the proper framing of such a law, in order to prevent any mischievous over exertion on the part of so-called reformers."

Your committee then finally recommends that in their opinion the united course of action of this association should be on the following lines:

That individually and as an association, we should give our best efforts toward a close examination of the goods we sell and to all possible improvement in their quality.

That, as an association, we should not encourage the passage of a Pure Food and Drug Law, and that we should especially deprecate public agitation of the subject as inexpedient and unwise, not because we fear discussion, but because of the lack on

the part of the public of the technical knowledge necessary for intelligent discussion.

That we should constantly, however, keep ourselves in line with the trend of public opinion upon this subject, and be prepared, wherever possible, to modify, if we cannot obstruct such proposed legislation.

That we respectfully suggest to the Committee of Revision and Publication of the forthcoming Pharmacopœia that the greatest care should be paid to the language in which the tests are couched, to the character and suitability of the tests themselves, and likewise in the case of articles produced commercially on a large scale, that some liberality should be allowed to various processes of manufacture where such liberality would not be injurious to public health.

We also recommend that the number of articles contained in the Pharmacopœia be reduced rather than increased, and that the greatest care should be exercised in adding to the list of standardized articles.

All of which is respectfully submitted,

CLAYTON F. SHOEMAKER,
Chairman.

Mr. C. F. Shoemaker—Mr. President and Gentlemen: The report just read represents the views of a majority, and in fact, I may say, the entire committee, with the exception of one member. In conducting the correspondence preliminary to lining out the work of this committee, it was found that one member of the committee differed so radically and positively in his views from the chairman of your committee, and likewise from the other members, that a minority report has been submitted, which I will now proceed to read. This report is by Mr. John F. Queeney of St. Louis, who is a member of the Committee on Adulterations.

In this connection I may be pardoned for saying informally that as far as your committee is concerned the state of their opinion on the subject of a pure food and

drug law was much more clearly marked than that of the association at large.

Mr. Shoemaker read the minority report of the committee, which follows:

MINORITY REPORT OF THE COMMITTEE ON ADULTERATIONS.

Mr. President and Gentlemen:

When my attention was called to the fact that I was appointed a member of the Committee on Adulterations, I fully appreciated the great honor and realized the full responsibility of the position, as this committee is, undoubtedly, at this particular time, owing to the existing agitation favoring a law for Pure Food and Drugs, one of the most important committees of this association. Its influence cannot, therefore, be overestimated, and its scope for work to ascertain actual conditions for its report at this annual meeting was practically unlimited.

In the very interesting and highly commendable report submitted at the last meeting by Mr. Warren, he gave a very intelligent, detailed outline of the true situation, and exhibited a most careful study of all branches of our business. It undoubtedly required considerable time to collect the data necessary for such a report, yet definite action on the practical suggestions offered in said report to afford some relief was, however, thrown forward on the incoming administration, and I regret that so far nothing has been done towards improving the situation.

Adulteration and deception should have no place where life is at stake; yet, I believe facts will bear me out that there is now no commercial line of business—excepting perhaps spices—in which so much actual adulteration and deception is practiced as in our line of business. This is a broad statement, but, as before stated, I believe facts related herein as evidence, and the report referred to above, will bear me out. Realizing fully this deplorable state of affairs, I am desirous to assist in remedying them as much as I possibly can in my limited sphere. In this spirit I did not hesitate to accept the appointment, and awaited with much interest the first communication from the

worthy chairman of my committee. Not hearing from him, and not wishing to have the year pass by without fully discussing the matter, I took the initiative and addressed a communication to him in the early part of the year, expressing my views and soliciting his with reference to advocating legislation to put a stop to the practice of selling sophisticated goods. I was, indeed, much disappointed to learn from him his firm opposition to such procedure, and, later, also from him, that the other members of this committee coincided with his views. Under these circumstances I felt compelled to dissent from the conclusions of my colleagues and to render a minority report to this association, based on conditions as I find them.

All of the members are, no doubt, fully cognizant of the existing state of affairs, and many are desirous of some definite action that will have for its purpose the elimination of impure and adulterated goods from the market. I desire to bring to your attention facts gathered from personal observation and experience, which may be of interest, and while some of the illustrations are not generally practiced, yet they have occurred and can be repeated, and I believe I am safe in saying that, as a whole, I relate only the actual conditions that exist to-day in our line of business.

It is at most times well to have a difference of opinion, as in politics, or other matters of public interest, for then arguments are offered pro and con, which are oft times educational and enlighten on the subject at issue. This is in line with progress, and as the worthy chairman of this committee truly states, "it is impossible that we should stand still; we must either go backward or forward." It is for you, therefore, to decide whether it be wise to suffer matters to continue as they are and depend on an indefinite future for an improvement, or to now advocate a safeguard in the form of judicial national legislation. I am opposed to state laws, as they often defeat the purpose for which they were framed, but it occurs to me—and the facts which I mention below to illustrate prove it—to be an absolute necessity to have a national law prohibiting the sale of impure and adulterated drugs and chemicals for medicinal uses, to protect not only the consumer, but the dealer as well, and if such a law would be framed by those familiar with the present conditions—say, by a committee from this association in conjunction with the other forces now at work upon the subject, assisted by the members

of the Revision Committee of the U. S. P., its passage and enforcement would be of no hardship to any one but the manipulator. I feel such a law would be of incalculable benefit to every one—the oft abused argument, "what we offer is absolutely pure," would be of the past; every dealer would be on the same basis, viz., compulsory obligation to handle only pure goods for food and medicine. Such laws exist in England and Germany and work to the benefit of the honest dealers. Why not here?

We all claim to be honest in our calling, yet an apathy does exist among some of the jobbers, or why should Messrs. Stallman & Fulton, in their circular letter of November 1st, 1898, regarding balsam copaiba, write: "We quote the lowest grade Central American strictly pure, 39c (for original packages); the majority of dealers here sell at 3c or 4c below this price, in fact, lower than they, themselves, pay for pure goods, and yet they make a handsome profit. Buyers continue, to a great extent, to show apathy to this sophistication, arguing that if they buy of a house of good reputation they need not look further, and so let the swindle go on." You will notice that they say the "majority" of dealers sell at lower prices than cost. What is the natural conclusion? Certainly the "majority" of dealers do not continually sell the article at a loss.

I know of an order sent to one of our largest drug millers for pure powdered elm bark. One would think the order would be filled promptly, but instead note the extraordinary statement of the miller: "By reference to your order, we note you say "pure" ground elm bark. It is quite uncommon to sell this article strictly pure, as it proves unsatisfactory in almost every case to the consumer, and for years we have made a grade which contains 25 per cent of wheat flour, which grade we quoted you at ———— per lb. It is so seldom that we sell strictly pure, that we do not quote it unless inquired for. We quote strictly pure at ———— per lb. As your order specifies, we take this opportunity to explain before shipping same, so that there may be no disappointment." You will notice that they say the strictly pure article proves unsatisfactory in almost every case to the consumer. I have been selling what I know to be an absolutely pure article for my house for many years, and in contradiction of the above statement it proves very satisfactory; in fact, my experience has taught me that pure goods are always satisfactory.

REPORT ON SAMPLES SODIUM SALICYLATE.

PHARMACEUTICAL REQUIREMENTS.

Color and odor.	One gram salt + 0.9 gram water.			One gram salt dissolved in 19 grams water.					One per cent solution with ferric chloride	One gram salt dissolved in 50 c. c. alcohol and 25 c. c water acidified with nitric acid and tested with:		One gram salt with 15 grams concentrated sulphuric acid
	Solubility	Color of Solution.	Carbonates.	Reaction	Ferric chloride	Cupric sulphate	Ammonium sulphide	Hydrogen sulphide		Silver nitrate	Barium chloride	
White, odorless.	Soluble. in 0.9 parts water	Colorless even when concentrated.	Should not effervesce on addit'n of acids.	Slightly reddens blue litmus paper	Red precipitate	Green color	No coloration or turpidity should appear		Deep violet blue color	Should remain clear	Should not be rendered turpid	No brown color should appear within 15 minutes
Faint pink, but odorless.	Soluble.	Yellow	No effervescence	Neutral to litmus, acid to phenolphtalein	Red precipitate	Green color	All develop same color		Deep violet blue color	Very faint turpidity	Clear	Very pale brown
							Slight at once	Slight at once				
Faint pink, but odorless.	Soluble.	Yellow	No effervescence	Neutral to litmus, acid to phenolphtaleiu	Red precipitate	Greeu color	After standing	After standing	Deep violet blue color	Very faint turpidity	Clear	Very pale yellow
Faint pink tint, slight phenol odor	Soluble.	Yellow	No effervescence	Neutral to litmus, acid to phenolphtalein	Red precipitate	Greeu color	Slight at once	Slight at once	Deep violet blue color	Very faint turpidity	Clear	Very pale yellow
Faint pink, but odorless.	Soluble.	Pale Yellow	No effervescence	Neutral to litmus, acid to phenolphtalein	Red precipitate	Green color	After standing	After standing	Deep violet blue color	Distinct turpidity	Faint turpidity	Pale yellow
Faint pink, but odorless.	Soluble.	Very pale yellow	No effervescence	Neutral to litmus, acid to phenolphtalein	Red precipitate	Green color	After standing	After standing	Deep violet blue color	Very faint turpidity	Very faint turpidity	Very pale yellow
Faint pink, but odorless.	Soluble.	Yellow	No effervescence	Neutral to litmus, acid to phenolphtalein	Red precipitate	Green color	After standing	After standing	Deep violet blue color	Faint turpidity	Faint turpidity	Deep yellow
Pink tint, odorless.	Soluble.	Light brown	No effervescence	Neutral to litmus, acid to phenolphtalein	Red precipitate	Green color	After standing	After standing	Deep violet blue color	Distinct turpidity	Distinct turpidity	Pale brown

Quite recently, a large pharmaceutical manufacturing house advertised they had discarded in a single week 3,000 lbs. of ergot, because of its inefficiency, and refused also a very large quantity of cannabis indica for similar cause. What became of these drugs? That question was published in an open letter in the "O. P. & D. Reporter," but so far I have not seen the reply. Would we not be in a better position to judge the value of these goods if a fixed standard by assay was established for the most important drugs, as suggested by Mr. Warren?

How much Oil of Sandalwood German—so-called— is sold, which contains not a trace of the true oil. A large percentage of oil of sandalwood sold is used for medicinal purposes ,yet when a physician prescribes it and does not get the desired result, he blames the patient and prescribes something else, when, if the truth were known, the sophisticated article was dispensed. The true oil of E. I. sandalwood should contain about 95 per cent of the active principle, Santalol, according to Schimmel, yet how many test the oil they buy to ascertain if the goods received meet this requirement. And why should the jobber sell such an article as the so-called German or West Indian, when it is known that it will not answer to the requirements of the only standard we have?

What is it that is usually sold under the name of oil of Juniper wood? Ask your essential oil house and they will tell you, if they tell you the truth, that it is a mixture of oil of juniper berries and turpentine, or other adulterant.

It is well known large quantities of synthetic oil of wintergreen are shipped into the country to innocent (?) farmers, and comes back true oil, and also that large quantities of this same article is sold as true oil without going to the farmers. The test is simple.

How much benzaldehyd (synthetic oil of bitter almonds) is sold for true oil. The same applies to oils of mustard and sassafras. Test the oil of eucalyptus on the market, and see how much meets the necessary requirements. Why a difference of about $1.25 per pound in two qualities of oil of pimento? There is only one quality—pure—when distilled primarily. The same applies to bay, caraway, celery, cloves, and other similar distilled oils. The U. S. P. is at fault in its requirements for purity in some of these essential oils, but, no doubt, these errors

will be corrected at the next meeting of the Revision Committee.

Chamomile Flowers—should not the Hungarian variety be sold as Hungarian, and the true German as German? But because the Hungarian resembles the German, and are cheaper, they are sold as German, although they are vastly inferior.

Brokers' sheets quote:

Socotrine aloes powdered 12 cents per pound. The import cost of the true article in its crude state is about 18 or 19 cents per pound.

Why is it powdered ipecac root is usually quoted at 10 to 15 cents per pound below the price quoted for the whole root, when it costs between 8 and 10 cents per pound to powder it? The government prohibits the importation of the Carthagena variety, yet despite the precaution of the government and the laws now ruling, this forbidden article reaches us. If, however, it is, as some claim, equal to the Rio in alkaloidal strength, should not the truth be made known generally, and the proper steps taken towards effecting a modification of the law? There should then be no necessity for the deception at present practiced—the goods could be sold for what they are, as now in the European markets.

For what purpose are cantharides wings and siftings imported?

How much No. 2 (so-called) licorice lozenges are sent on open orders for licorice lozenges, without any designation as to their quality? Why should No. 2 quality be manufactured, if not for deception? I asked this question of the manufacturers, and they replied they were manufactured originally for confectioners. They further stated that it was not their preference to make an adulterated lozenge, but the confectioners insisted on this quality, and they were forced to supply it.

What is sent out for sweet oil—cottonseed or olive oil? There should be a definite understanding about such articles.

I did not wish to refer to spices, as we are all familiar with the general condition of these goods, yet how many know that exhausted cubebs are sold for making ground black pepper. I know of sales of these goods for that purpose, and as one miller said, "they make fine goods." A ready market can be found for any quantity of exhausted goods of this nature. Should such a condition continue to exist?

Is it just to sell anyone who is innocent of its composition, an article under the label of Extract of Vanilla, which is made with vanillin, cumarin and heliotropin? It may have the flavor desired, but I ask, do not the majority of consumers buying this composition do so under the impression it is the extract of the vanilla bean?

Consider the many different formulas for making so-called commercial cream of tartar. Should these mixtures bear the name of cream tartar at all, even if labeled "commercial?" Does the consumer see the label on the package, and does the average retail buyer (usually a general store dealer) realize that the mixture generally sold under this misleading label does not contain a trace of cream tartar, and not intended to?

We all know a large quantity of powdered maple, or other wood charcoal, is sold as powdered willow charcoal. While the Willow variety may not have any special medicinal virtues over some of the other wood charcoals, why do we continue to deceive ourselves and in turn help to deceive others. Should not the goods be sold for what they actually are? The true willow is readily obtainable to those willing to pay the price, but it cannot be bought from the manufacturers at a price that will admit of its being sold at 7 to 8 cents per pound—the figures some catalogues quote.

I had an experience with that staple commercial article—oxalic acid—which I assume few of us test when received, yet I found on examination of a shipment of three casks, that it was heavily adulterated with epsom salt. I called for an explanation from the shipper. The reply being that it must have happened on the other side, I requested the name of the brand, or the shipper "on the other side," and felt justified in so doing, as a safeguard in event of meeting his goods at some future time, and so explained, but the house refused to furnish it—Why? Because the "shipper on the other side" was all right—the accident happened nearer home.

Nitrate of silver is an article that needs careful attention when buying from outside sources. It is offered by parties claiming to make it, but who, on the contrary, have it "made to order" for them, with about 10 per cent foreign substance, which should not be in pure nitrate of silver. Should not the consumer and smaller dealer be protected against such a fraud?

Not long ago a large department store in our city advertised pure powdered borax at five cents per pound, which, naturally, brought immediate inquiries from the city druggists. I sent for a pound and found it put up in a neat carton, and printed as being packed by the Pacific Coast Storage Company. On having it analyzed it was found to contain almost 75 per cent sodium Carbonate. I sent a package to the Pacific Coast Borax Company, requesting them to give the matter attention, for their own protection as well as for the benefit of the trade who handled the pure article. They sent their representative to St. Louis, but could not prevail upon the department store to discontinue its sale—and there is no law in Missouri to prevent them from selling it.

The United States Department of Agriculture, Division of Botany, has issued under the heading of circular No. 18, an interesting article on crimson clover seed. The government is taking a laudable interest in seeing that farmers are able to obtain pure seeds of prime quality. The circular says, "The sentiment against the sale of poor seed is growing, and it is to the interest of all concerned that fraudulent practices be stopped, or the perpetrators exposed when found." It advises consumers to buy from responsible seedmen, and before purchasing to insist upon a guarantee. The party in charge informs the public that any samples of clover seed sent will be promptly tested and reported on. Farmers are invited to send samples for test, giving the name of the firm from whom purchased, price paid, and the guarantee, if any.

I do not begrudge the work the government is doing for the farmer, but cannot help from thinking of the results if the retail druggists could now send samples of drugs and chemicals for examination, under conditions similar to those surrounding the examination of seeds. Seeds poor in quality, or adulterated, cause a loss only to the farmer, while inferior drugs cause untold suffering and loss of life.

Last year, Prof. Wulling, of the University of Minnesota, published an exhaustive report on the examination of 15 samples of Mercurial Ointment. He found only one simple sample that came up to the requirements of the U. S. P., six having less than 10 per cent mercury.

How much Hoffman's Anodyne of U. S. P. strength is sold, and how many send it out on open orders? The U. S. P. is the

standard, and yet it is to a large extent ignored with this article. On an order for Hoffman's Anodyne the dealer has a right to expect a U. S. P. article, and should get it unless otherwise specified. If a physician prescribes this article and an accident occurs because of its inefficiency who is held responsible?

I will repeat the closing sentence of a reply from a large chemical manufacturing house in the U. S., in response to a complaint that an article furnished was not up to the requirements of the U. S. P., which reads as follows: "The difficulty in regard to as well as other articles, is, that the jobbers want to buy these goods for less money than strictly U. S. P. goods can be produced for."

Test potassium bromide and iodide and bismuth subnitrate now on the market, which enters into medicine, and you will find a large percentage does not meet the U. S. P. requirements. Surely they can be made, and the chemical manufacturers' unthoughtful closing sentence quoted above—the wholesaler does not want to pay for U. S. P. goods—will not apply as an excuse. I think such a statement a travesty on the wholesaler and uncalled for. He is obliged to pay whatever price the manufacturer asks, as almost all of them have agreed prices on the staple chemicals, but the jobber cannot be blamed for trying to buy to the best advantage possible. A case in point. The potassium bromide usually found on the market will not answer to the tests given in the U. S. P., yet it can be supplied by our manufacturers, as is evidenced by the fact that I have, at various times, insisted on a U. S. P. article and received it, and at no advance in price. Is the jobber at fault in this? There are two prices to the jobber for this important chemical, based on quantity, not quality, as it is "controlled," yet he is told he is responsible for the quality of goods on the market. Poor—very poor—excuse. Is it not?

The law should be framed so as to require a label for such chemicals and drugs that are not up to the requirements of the U. S. P., "for Commercial or Technical Uses Only," and those that are U. S. P., and intended for medicinal use to be so labeled.

While on the subject of chemicals, it might be well to remind you of an advertisement of a prominent chemical manufacturing house, in a prospectus recently published by the St. Louis College of Pharmacy, which casts a reflection on the in-

telligence and integrity of every wholesale druggist who happens to put up under his own label one-half pound bismuth subnitrate or sodium phosphate, or chemicals even on a larger scale. Would such an advertisement be possible if a Pure Food and Drug Law was in force, requiring all chemicals sold for medicinal purposes to be of a specific standard?

If we have the U. S. P. as a standard and do not use it as such, we should repudiate it, but we don't, and with its few faults it is accepted as the standard, and I believe it is our desire to sell for medicinal purposes only such goods as will, as nearly as possible, meet the requirements specified therein. If some of its requirements are now too strict and unnecessary, those interested should take the proper steps to have them modified at the next meeting of the Revision Committee.

Now, if we are honest, as we all claim to be, why lack the courage to assist in having a bill properly and intelligently drafted and presented to congress for passage as a national law, to be handled on the same lines as our Internal Revenue law, and when such a law is an accomplished fact, it cannot affect or embarrass anyone whose intention it is to be honest. I cannot understand how anyone in the drug business, who has the welfare of humanity at heart, no matter how well-informed he may be, can be opposed to having an additional safeguard for the purity of the goods he handles.

There can be no doubt that sooner or later we will have such a law, for it is in evidence and is shown by the increased interest taken in the annual meetings of the Pure Food and Drug Congress—the Brosius Bill, the senate inquiries relative to pure food, as well as by the remarks of Mr. Chas. E. Dohme, president of the American Pharmaceutical Association, in the annual address at the last meeting. I repeat herewith his remarks bearing on this subject:

"The Pure Food and Drug Congress again met this year at Washington, early in January, and our association was well represented by a strong delegation. Considerable debating and resoluting was indulged in during the sessions, and many valuable addresses by able and eloquent orators were listened to with much attention by the delegates. We trust that some impression was made on congress as well as on the public in general in regard to the importance of judicious legislation on this all important subject. It seems that a lack of necessary funds

to circulate information and literature to the different sections of the country was much lamented, and many suggestions were made to secure such support of money and means by the members and officers of the congress.

"We hope to hear the chairman of the delegation representing our association, W. S. Thompson, lay before us his report upon this subject, when possibly it would be well, and but our duty, to contribute to such a fund to keep up this agitation until a proper law has been adopted by congress.

The importance of this congress to the pharmacist in particular, and the public in general is, I fear, generally underestimated. No more important legislation, affecting pharmacy, has probably ever come up for consideration than this Pure Food and Drug Law of Mr. Brosius, of Pennsylvania, for when it becomes a law of the land, the unscrupulous competitor will be removed, and the man who adulterates in order to undersell, and substitutes inferior products in order to obtain an advantage over his honest competitor will cease to exist; at least let us hope so. Not to view the matter, however, in a selfish or narrow manner, but to look at it from the broader standpoint of the general public, the advent of such a law will mean the assurance of the public of pure foods and pure drugs, both matters of vital importance and interest to it, and hence I think it wise for this association to send to the Pure Food and Drug Congress, at its next session, a resolution strongly advocating the same."

The drafting of such a bill means a great deal of work, but I believe if a committee be appointed with the power to act to aid in this work already commenced, the desired result can be accomplished without any great inconvenience to any one member of the said committee. We would thereby anticipate and prevent many annoying features and inconveniences, which usually accompany new laws, often due to an inaccurate knowledge of the true conditions, and a lack of clear expression of the intent, in which event misunderstandings often follow, as our past experience with the tariff and war tax stamp bills serve to illustrate.

Although many may be familiar with the English law for the sale of food and drugs, I give you herewith the various clauses in that law, which appertains to the drug business, and may be of interest.

DESCRIPTION OF OFFENCES.

Prohibition of the mixing of injurious ingredients, and of selling the same.

Prohibition of the mixing of drugs with injurious ingredients, and of selling the same.

Exemption in case of proof of absence of knowledge.

Prohibition of the sale of articles of food and of drugs not of the proper nature, substance and quality.

Provision for the sale of compounded articles of food and compounded drugs.

Protection from offences by giving of label.

Prohibition of the abstraction of any part of an article of food before sale, and selling without notice.

APPOINTMENT AND DUTIES OF ANALYSTS, AND PROCEEDINGS TO OBTAIN ANALYSIS.

Appointment of analysts.

Town council of a borough may engage the analyst of another borough or of the county.

Power to purchaser of an article of food to have it analyzed.

Officer named to obtain a sample of food or drug to submit to analyst.

Provision for dealing with the sample when purchased.

Provision when sample is not divided.

Provision for sending article to the analyst through the post-office.

Person refusing to sell any article to any officer liable to penalty.

Form of the certificate.

Quarterly report of the analyst.

PROCEEDINGS AGAINST OFFENDERS.

Proceedings against offenders.

Certificate of analyst prima facie evidence for the prosecution, but analyst to be called if required, defendant and his wife may be examined.

Power to justices to have articles of food and drug analyzed.

Appeal to quarter sessions.

In any prosecution defendant to prove that he is protected

by exception or provision.

Defendant to be discharged if he prove that he bought the article in the same state as sold, and with a warranty. No costs except on issues proved against him.

Application of penalties.

Punishment for forging certificate or warranty; for willful misapplication of warranty; for false warranty; for false label.

Proceedings by indictment and contracts not to be affected.

I cannot close without calling your attention to the following actual occurrence, related to me by a member of the chemical firm referred to. A member (the buyer) of a certain wholesale drug company, not very long ago, approached a chemical manufacturing firm with quite a long list of staple chemicals, such as calomel, iodoform, potassium iodide, etc., with the proposition to reduce the cost of these articles to him 25 to 33 per cent by adding adulterants. It is needless to say the would be buyer received the proper reply, but, think of it, from a business standpoint, if nothing else, this house is a competitor. With a national pure food and drug law in force, would that man ever think of making such an infamous proposition? Will their criminal intentions stop on chemicals?

All of which is respectfully submitted,

JOHN F. QUEENY,
Member of the Committee on Adulterations.

President Walbridge—This report and the minority report of the committee will be referred to the Board of Control. We will now take up the report of the Committee on Legislation, of which Mr. M. N. Kline of Philadelphia is chairman.

Mr. Kline presented the following report:

REPORT OF THE COMMITTEE ON LEGISLATION.

Mr. President and Gentlemen:

The Committee on Legislation has done no work to speak of during the year, and therefore it is probably unnecessary to submit any lengthy report upon this subject.

The very able report which was made at our last annual meeting covered very fully everything that can well be said upon the various subjects coming under review by this committee in which the members of this association are interested. It may, however, not be out of place to record some data taken from the report of the commissioner of internal revenue for the year ending June 30, 1899, giving us the information of the workings of the stamp tax during its first year.

The chairman of the Committee on Legislation, in submitting his report last year, predicted that "the revenue from stamps on proprietary medicines and perfumes will exceed the wildest estimates of the most sanguine government official." The data in this official report hardly confirms the correctness of this prediction. We are informed by the commissioner of internal revenue that the total receipts from internal revenue taxes amounted to $273,484,582.44, and that of this amount there was collected from the articles enumerated in schedule "B," $5,219,737.46. When it is remembered that schedule "B" embraces, in addition to medicinal preparations, perfumery and cosmetics, chewing gum and bottled wines, it would seem as if our already overburdened branch of the business could well be relieved entirely from the annoyance of the stamp tax, without seriously interfering with the revenues of the country. While it is impossible to state just what proportion of the taxes collected under schedule "B" are derived from medicines, perfumery and cosmetics and what proportion from chewing gum and bottled wines, it is fair to assume that, with the immense sale which chewing gums are now enjoying, and the very considerable sale of bottled wines, $4,000,000.00, would probably cover the entire revenue derived from medicinal preparations, perfumery and cosmetics, and this, it will be seen at a glance, constitutes a very small percentage of the total receipts of two hundred and seventy-three and a half millions.

Notwithstanding the resolutions adopted in connection with our report last year called for action by this committee in favor of the abolition of this stamp tax, or failing in that, of its reduction or extension, consultation by correspondence with all the members of the committee confirmed the impression of the chairman that any effort we might make in this direction would prove utterly futile during the last winter's session of congress, which was too fully occupied with the consideration of legislation of

the utmost importance in consequence of the added responsibilities following our war with Spain. So, as we stated at the outstart of this report, nothing was done. It may be well in this connection to state that of the total receipts of internal revenue above mentioned $92,201,254.77 was derived from the tax on spirits. No accurate data has, we believe, ever been obtained to show just what proportion of the total receipts from the tax on spirits is paid upon alcohol used in medicines and the arts. It has variously been estimated from 25 to 50 per cent. If the latter is the correct figure, and we believe it is very much nearer correct than 25 per cent, it will be seen that the manufacturers of medicinal preparations, who use by far the major portion of the alcohol consumed in this country, are already sufficiently represented in the tax list to be entitled to exemption from the stamp tax. We really do not believe, however, that it would be possible, at the present time, no matter how united and energetic we might be in its advocacy, to bring about a total abolition of the stamp tax, but it would seem as though we ought to be entitled to a reduction, and, if it is necessary for the government to secure at least the $5,000,000.00 from this stamp tax, an extension to other proprietary and trade-marked articles besides medicines should be insisted upon.

The commissioner of internal revenue informed the chairman of this committee that his office would recommend, if it received the approval of the honorable secretary of the treasury, the adoption of an amendment to Section 20, as to include all proprietary trade-marked and patented medicinal preparations, whether compounded or uncompounded, and whether made abroad or in this country. No one will, for a moment, question the desirability of securing such an amendment. It will, we feel sure, receive the cordial endorsement of every one, with the possible single exception of the representatives of the foreign manufacturers of trade-marked and patented chemicals made in Germany, and, under the peculiar conditions prevailing under our patent law, foisted upon the people of this country at a price ten times as great as that secured by the manufacturers in their own country, and exempt from the stamp tax besides

But what argument can possibly be brought to bear in favor of a stamp tax upon a medicine, which will not apply equally to such articles as baking powders, Sapolio, etc.? One of the members of the committee writes in reference to this discrimina-

tion against manufacturers of and dealers in medicines:

"Why should we be selected to pay a larger proportion of government taxes than any other merchant? We (referring to wholesale druggists) now pay a tax to the government as liquor dealers, both wholesale and retail, a heavy tax on alcohol, pay the same tax in the way of stamps on checks, bills of lading, etc., as are paid by other merchants. We see no reason why one class of articles, if manufactured under a trade-mark or patent, should be taxed, while a much larger number, paying in many instances a greater profit, are entirely exempt." It seems to us, therefore, that the incoming committee is fully justified in taking up work upon the lines laid down in the resolutions adopted last year, namely, first, favoring the repeal of Section 20 and its dependent clauses, of the war revenue law of 1898, or failing in this, moving for a reduction on proprietary medicines and perfumery, of a rate equal to one per cent of the retail price and an extension of its provisions to all proprietary trade-marked articles.

PURE FOOD LAW.

The pure food law, known as the Brosius bill, pending in congress and referred to in the last annual report of the Committee on Legislation, is, we believe, in a position where it is likely to receive favorable consideration at the coming session. Another Pure Food Congress was held in the city of Washington early in January, and the chairman of your committee attended its sessions, though not as an accredited delegate from this association. Those who had to do with the arranging of the sessions for that congress appeared to have been specially solicitous to keep the delegates in Washington as many days as possible, and consequently much talking was arranged for, and many orators were given an opportunity to ventilate their views, but no new light was thrown upon the subject under consideration, and nothing whatever was done, either to amend the bill, or, so far as we could understand, to in any way aid in its passage.

The druggists were again quite well represented, but as there was nothing further to be done in the way of offering amendments and no amendments, as a matter of fact, were offered by the congress, they were simply "lookers-on." The representatives from the Proprietary Association made an effort to

have some amendments introduced, which they considered, from their standpoint, as important, but failed. We quote the following from the annual address of President Dohme, of the American Pharmaceutical Association, at its session recently held:

"The importance of this congress to the pharmacist in particular and the public in general is, I fear, under-estimated. No more important legislation affecting the pharmacist has probably ever come up for consideration than this pure food and drug law, for when it becomes a law of the land, the unscrupulous competitor will be removed. The man who adulterates in order to under-sell and substitutes inferior products in order to obtain an advantage over his honest competitor, will cease to exist." While this is a most attractive picture of a state of affairs which we all devoutly hope for, we cannot share the confidence expressed, in the results following the passage of such a bill, with our esteemed friend, Mr. Dohme, and we find on reading further that the very next sentence materially modifies the above statement, because we read that he added, "At least, let us hope so."

The writer of this report has all along taken the position that some pure food and drug law was sure to be enacted sooner or later by Congress, as the crying evil of adulteration in food especially, and also in drugs, to a more limited extent, is sure to bring a response from our law-makers. He has always advocated that we use our influence to secure such a framing of the law as will bring the best results with the least friction, or the least probability of its leaving room for execution in such a manner as to prove a serious menace to the honest manufacturer and dealer. The prejudice which has existed against the enactment of such a law in the minds of many of our members has been due almost entirely to the scandalous manner in which food commissioners in some few of the states have attempted to levy blackmail under the pretext of executing the provisions of their several state laws. The fact that the regulation of the sale of drugs and medicines is to be placed under the jurisdiction of the Agricultural Department is undoubtedly a valid objection for us to offer, but under the provisions of the law recommended by the Food Congress and as now pending in the House and the Senate, pharmaceutical chemists are provided for, for the examination of drugs and medicines. It seems to us, therefore,

that we can safely recommend our incoming Committee on Legislation to favor the passage of this bill, provided the interests of the manufacturing chemists and druggists are safeguarded in this and all other particulars.

FREE ALCOHOL.

As is well known, the test suit pending when the last report was written, under which it was hoped to obtain a refund of the taxes paid upon alcohol purchased during the time the Wilson bill was in force, was decided adversely during the last year. Under existing financial conditions, it may be considered doubtful whether we can hope to secure much support in favor of free alcohol used in the medicines and the arts. There can, however, be no question as to the attitude our association would take if such a bill should come up for consideration at the coming session of Congress.

There was the usual crop of bills offered in the various state legislatures antagonistic to proprietary interests. Our sister organization, the Proprietary Association of America, is now so well organized, to look after such legislation, and has so thoroughly well equipped a committee to oppose the enactment of any of these bills, that they all promptly received their quietus. It is well, however, not to overlook the fact that the assistance given to proprietary men, in many cases, by the wholesale druggists was of the most valuable and influential character.

TRADE-MARK AND PATENT LAWS.

Mr. Francis Forbes, one of the commissioners appointed by the president to revise the trade-mark laws, was kind enough to furnish the following information for this committee, which we hope will be of interest to our members, though it is, of course, of greater interest to the members of the Proprietary Association. He writes:

"It is proper for me to say that the commission has under favorable consideration a trade-mark law which shall have the following features:

Applicability to all commerce except that carried on within the limits of a single state.

Inducements to the registration of all trade-marks.

Aid to foreign registration of trade-marks of our citizens.

Protection of trade-marks against piracy.

The details on a trade-mark law embodying these features have been the subject of many varying suggestions to the commission.

It has been proposed that the example of England be followed, and that all applications for registration of trade-marks should be published and opposition allowed within thirty days thereafter; or that of Austria, where registration is made immediately on application, subject, however, to cancellation within two years thereafter, either by the officials on their own motion after examination, or on application of a third party.

It has been proposed that a definition of trade-marks be formulated, to which all alleged trade-marks must conform, in order to be entitled to registration, as in England, [1]or to adopt a rule of exclusion from registration somewhat like that in the present law which forbids registration in five cases, viz., where the trade-mark:

1. Is not used in foreign commerce, or in commerce with the Indian tribes.

2. Is not within the provisions of a treaty or convention with a foreign power.

3. Is merely the name of the applicant.

4. Is identical with a known or registered trade-mark.

5. So nearly resembles some other person's lawful trade-mark as to be likely to cause confusion or mistake in the mind of the public, or to deceive purchasers.

1. NOTE.—Patents, Designs and Trade-Marks Acts, 1883-1888.

64—(1) For the purpose of this act, a trade-mark must consist of or contain at least one of the following essential particulars:

(a) A name of an individual or firm printed, impressed, or woven in some particular and distinctive manner; or

(b) A written signature or copy of a written signature of the individual or firm applying for registration thereof as a trade-mark; or

(c) A distinctive device, mark, brand, heading, label, ticket, or fancy word or words not in common use;

(2) There may be added to any one or more of these particulars any letters, words or figures, or combination of letters, words or figures, or any of them.

(3) Provided that any special and distinctive word or words, letter, figure, or comination of letters or figures, or of letters and figures used as a trade-mark before the thirteenth day of August, one thousand eight hundred and seventy-five, may be registered as a trade-mark under this part of the act.

All other trade-marks are registerable.

The various schemes for a trade-mark statute present also the features of making the act of registration a declaration merely of claim reviewable by the court, or, on the contrary, the grant of a right. In the one case the right exists independent of registration, which is merely a preliminary requisite to a suit, and in the other the right is created by the certificate and is analagous to that created by letters patent.

It is also proposed to provide for the cancellation of the registration on the complaint of an interested party.

Many suggestions have been made as to the remedy for infringement; e. g., seizure of the infringing goods, damages, imprisonment or fine, and the practices of foreign countries, which are exceedingly varied, have been cited.

The commission has never received any direct communication from the Proprietary Association in regard to its work, and would invite such.

A committee from the American Bar Association has asked for a hearing before the commission, but no date has yet been fixed.

It is proper to state that there is a commission for the revision of the penal laws of the United States, sitting in Washington. The remedies for infringement must be sought through the courts, and it may be fairly said that procedure is not within our province. Should penal provisions of law in regard to trade-marks, if adopted, be included in the penal statute, or should they be added to the registration statute?"

The recommendations of this committee, when submitted to Congress, should receive the endorsement and support of the members of this association, and we especially recommend that the incoming Committee on Legislation be asked to give the members of the commission such support as may appear to them to be consistent with the interests of our members, as it is plainly evident that our trade-mark laws need careful revision.

To recapitulate:—We repeat the recommendation of last year:

First—That the Committee on Legislation be instructed to favor the repeal of Section 20 and its dependent clauses, of the War Revenue Law of 1898.

Second—If this is impossible, we favor the reduction of the Stamp Tax to a rate equal to 1 per cent of the retail price, and an extension of its provisions to other than medicinal proprietary trade-marked articles.

We also recommend that our committee favor the passage of the Brosius Pure Food Law, now pending in the United States Congress, provided the interests of chemists and druggists are safeguarded in such particulars as may appear to them to be necessary.

Third—We recommend the co-operation of our Committee on Legislation with the commissioners appointed to revise the trade-mark laws, in favor of embodying their recommendations into a law, or laws, more fully protecting the interests of our members and securing more satisfactory reciprocal relations with foreign countries.

Respectfully submitted,

M. N. KLINE, Chairman.

Mr. Kline—Mr. President and Gentlemen: I wish to apologize to the other gentlemen of this committee for not having had an opportunity to submit the report to them. I intended to call a meeting of the committee, but the Committee on Proprietary Goods has taken up so much of my time that I have not been able to do so. Therefore the report as read, which is not of great importance, is the report practically only of the chairman, except in so far as suggestions by other members are referred to.

In addition to the written report, I will announce as I do not know that it will not be referred to in the report of another committee, but as it was treated last year in the report of the Committee on Legislation, I will announce that during the year Postmaster-General Smith has succeeded in making an arrangement with the German Empire regarding the interchange of parcels post

at a rate of twelve cents per pound, the limit of weight being eleven pounds. It will be remembered that last year this association advocated this postal reform.

A letter has also been sent to me since the report was written by the Millers' National Association, calling for some reciprocal action on our part in reference to some proposed legislation to give more power to the Interstate Commerce Commission. I think it may be well for me in connection with my report to place these papers in the possession of the Board of Control.

Milwaukee, Wis., Sept. 20, 1899.

John B. Purcell, President National Wholesale Druggists' Association, Richmond, Va.

Dear Sir:—The conviction has been steadily growing with the shippers of this country, that our national law, known as "An Act to Regulate Commerce," approved February 4th, 1887, is not what it should be, nor does it accomplish what was contemplated by the original enactment.

The law does not clothe the Inter-State Commerce Commission with any authority or power to enforce its decisions, which, therefore, prove of but little practical benefit. Experience has shown us that cases brought before the commission—often at much cost and labor—may result in a seeming waste of time.

As the law now stands, the findings of the commission have no effect, further than as recommendations or suggestions, which may be complied with or not, at the pleasure of the parties at interest; they cannot be enforced,—the complainant must seek relief in the courts and prosecute his case anew.

This condition, which experience or observation must have brought forcibly to your attention, has led some to advocate the repeal of the Inter-State Commerce Act, on account of its impotence. We do not sympathize with this sentiment, but believe, rather, that the law should be amended and strengthened, so that it may possess the virtue originally intended, and become of practical value to shipper and carrier alike. We believe that the findings of the commission should be given the force and effect of those of a court of record, and should stand until re-

versed by a United States court. We believe that the commission should be given limited jurisdiction over the acts of common carriers and that its authority to correct injustice and discrimination should be clearly defined.

In its last annual report to Congress the Inter-State Commerce Commission indicated many of the defects of the present law and offered certain specific recommendations for its amendment. Senator Cullom introduced a bill, known as "S-335," on January 22, 1898, to amend certain sections of the law, but it did not reach enactment. This bill, considerably modified, will be re-introduced early in the next Congress and should pass.

It is the intention of The Millers' National Association of the United States to make an earnest and active effort to secure desired legislation in this direction by Congress, and we are now well organized for the work.

Stability and equality of transportation rates are of vital interest and importance to the commercial welfare of our country. The subject of properly amending and strengthening the Inter-State Commerce law must be of as great interest to the members of your organization as it is to ours, and the effort to secure this needed legislation is, it seems to me, a legitimate and important field of action for your association.

Believing this, and to the end that strong and united effort may be secured on the part of all the leading shipping interests, I beg to suggest that a conference be held between representatives of the several leading National Commercial Associations of the country, at some central point (say St. Louis or Chicago) to formulate plans and discuss ways and means to promote this cause. By united action and through the powerful influence which may thus be exerted, prompt success will surely attend our efforts.

Kindly inform me, at your earliest convenience, whether your organization will take part in this movement, by sending two or three delegates to the proposed conference (its president, secretary and chairman of the Executive or Transportation Committee preferred, men who are thoroughly informed upon transportation conditions), which will probably be called to meet the middle of October. If you will join with us, I should be glad to learn the names of your delegates, as early as possible, so as to communicate with them upon the subject.

Trusting that this may receive your early and favorable consideration, I am, Yours respectfully,

FRANK BARRY, Secretary.

President Walbridge—This report and the papers with it will go to the Board of Control. Mr. Walker has a short report which he will now present to the meeting.

Mr. Walker read the following report:

REPORT OF THE COMMITTEE ON FRATERNAL RELATIONS.

To the National Wholesale Druggists' Association.

Gentlemen:—Your Committee on Fraternal Relations report that the most harmonious relations exist between this association and all associations of allied interests. Never before have the retailers, the manufacturers and the jobbers worked in such perfect harmony. Respectfully submitted,

WM. J. WALDING, Chairman.

President Walbridge—This report will be received and printed.

Mr. Purcell—I was about to suggest, Mr. President, that we have a theater party at eight o'clock this evening, and it is now nearly half-past six, and we will have to get dinner in the mean time. I suggest that we dispense with the further reading of the reports for the evening, and would ask the privilege of making an announcement that the Committee on Nominations will have a short session immediately after the adjournment of this meeting.

President Walbridge—The members of this committee will take notice of this fact.

Mr. Purcell—I wish to offer a motion, to which I think there will be no objection. We have found some difficulty here in making announcements of meetings, etc., and I want to offer a motion that the secretary be directed to provide a permanent bulletin board that can be sent to the different places of meeting and put up in some conspicuous place on which announce-

ments of every kind can be made, and especially as to committee meetings, etc.

President Walbridge—I think that will be generally approved without a vote, and the secretary will see that a blackboard is provided.

Mr. Purcell—It may require the expenditure of money, and it might be a wise thing to submit the question to the members.

The motion was put to vote and carried.

Mr. Frisbie—Mr. President and Gentlemen:—There is a great deal of dissatisfaction expressed by reason of the annoyance caused from the fact that there is no uniformity on the part of dealers in pharmaceutical goods in making up their lists. For instance, one man will put in his pill list aloin, strychnine and belladonna under A; another will put it under B for belladonna, and the next one will put it under S for strychnine. In talking over this matter with some members today it was suggested that it might be well to have a committee of five appointed by the chair to report later in the evening whether it would not be advisable for this association to ask the various pharmaceutical concerns to have a uniform alphabetical arrangement of their lists, the prices to remain as they are; but to save time and avoid confusion, they are to have their lists of goods alphabetically arranged. I move that the chair appoint a committee of three or five to report at a later session.

Mr. Purcell—Permit me to suggest that the Proprietary Committee, which has always been one of our most important committees, has finally gotten things into order with the proprietary people, but we have lost sight of the pharmaceutical people, to a great extent, and I have no doubt that it is the experience of all of us that we find pharmaceutical goods are becoming as troublesome to us now in respect to prices as proprietary goods were, and in many cases they have become unprofitable. This is a large subject. Why would it not be a good idea to appoint a committee to take into consideration everything pertaining to that branch of the business just as the Proprietary Committee does in its branch of the business.

Mr. Frisbie—I had in mind that that point would be brought before the committee, and perhaps some idea suggested that could not be brought out in a short discussion now, and they could report on the advisability such as is suggested.

President Walbridge—I find that there is a standing Committee on Pharmaceutical Preparations. This committee is composed of Mr. J. C. Eliel, of Minneapolis, chairman; Mr. M. C. Peter, of Louisville, and Mr. J. C. Fox, of Atchison.

Mr. Frisbie—I request that this special committee be appointed. It can confer with the other gentlemen who constitute this standing committee. The matter in mind in this motion is a little outside of the line of work of the other committee.

President Walbridge—I will announce the committee later.

On motion, adjourned until ten o'clock Thursday morning.

THIRD SESSION.

Thursday, October 12, 1899.

President Walbridge called the meeting to order at 10:10 a. m.

President Walbridge—I will announce the committee provided for at our last session for the purpose of bringing about, if possible, uniformity in the mechanical features of price lists of pharmaceutical preparations. The committee will be Mr. E. C. Frisbie, of Hartford; Mr. Charles S. Littell, of New York, and Mr. F. L. Carter, of Boston.

The Board of Control is ready to report upon the business that was referred to them at yesterday's session. We will now hear from Mr. W. J. Walker, of Albany, chairman of the Board of Control.

Mr. Walker—The Board of Control has considered the report of the Committee on Commercial Travelers, and report the following for adoption:

The report of chairman of committee, Mr. W. J. Mooney, on this important subject shows that no changes have occurred during the year in the methods of soliciting trade by the wholesale druggists.

This report clearly sets forth that the frequent visitations of travelers have added largely to the expense of doing business without compensating profits. The Board of Control, while fully agreeing as to the advisability of decreasing the number, are unable to suggest any practicable method to accomplish the desired result.

The Board of Control approves of the position taken by this committee in opposition to the employment of travelers on commission, and recommends the employment of all travelers on a salary basis and legitimate traveling expenses.

We note with much pleasure that a recognition of common interests is increasing between houses in competitive fields, and that this has been helpful in preventing ruinous competition.

President Walbridge—What action will you take on this report, gentlemen? No recommendations are made. If there is no discussion, the report will be filed and printed in the proceedings.

Mr. Walker—In reference to the report of the Committee on Drug Market, the Board of Control submit the following recommendation:

In accordance with the standing resolution, the Board of Control will have this report printed in advance of the minutes of this convention, and copies will be mailed to members.

This exceedingly able and comprehensive report of Mr. W. S. Mersereau, chairman, deserves the attention of every member of this association. We believe that the tabulated statement covering a large list of every-day sellers, giving variations in prices quarterly, will be of permanent value, and make this report valuable for reference, as it contains information often needed. The chairman of this committee had an onerous task, which required attention every day, in order to give correct information on this important subject, and the full and complete report presented will be appreciated by those for whom the work has been faithfully performed.

President Walbridge—Gentlemen, you have heard the report of the Board of Control on the report of the Committee on the Drug Market. What is your pleasure?

Mr. Main—I move that the report be received and the recommendations adopted. Carried.

Mr. Faxon—Mr. President, I would like to ask that the report of the Proprietary Committee be made a special matter for consideration at half past eleven o'clock this morning. I hope we will have a full attendance of the members at that time, as it is a matter of great interest to everybody connected with the association.

President Walbridge—If there is no objection it will be so ordered.

Mr. Faxon—Mr. President, I wish to give notice that tomorrow morning, twenty-four hours from this time, I will move an amendment to Article X of the Constitution, to change the annual dues of active members from twenty-five dollars to fifty dollars, and associate members from ten dollars to twenty dollars.

Mr. Kline—Have we had the report of the secretary and treasurer?

President Walbridge—Not yet, sir. I thought I would use that report to fill in when there seemed to be a lull in other matters.

Mr. Kline—I was anxious to hear how much money we have in the treasury. I think the members will be anxious to hear it.

President Walbridge—I would rather keep you anxious than to have you know the truth. We will now have the reading of the minutes of the last session.

Assistant Secretary Toms then read the minutes of the last session.

President Walbridge—You have heard the minutes of the last session, and if there is no objection they will be ordered filed.

Mr. Purcell—The Nominating Committee is ready to

report, Mr. President, whenever it is your pleasure to hear the report.

President Walbridge—We will hear the report of the Nominating Committee, which will be presented by Mr. Purcell.

Mr. Purcell—Mr. President and Gentlemen: The Nominating Committee beg leave to report the following gentlemen as the officers of the association for the ensuing year:

For President, Edward C. Frisbie, Hartford, Conn.
For First Vice-president, John N. Carey, Indianapolis. Ind.
For Second Vice-president, William S. Mersereau, New York City.
For Third Vice-president, G. G. Minor. Richmond, Va.
For Fourth Vice-president, Charles Cook, Portland, Me.
For Fifth Vice-president, L. A. Lange. Milwaukee. Wis.
For Secretary, A. B. Merriam, Minneapolis, Minn.
For Treasurer. S. E. Strong, Cleveland, Ohio.
For Board of Control, C. F. Shoemaker, Philadelphia; J. C. Fox, Atchison, Kan.; John A. Gilman, Boston, Mass.; F. A. Dicks, New Orleans, La.; David M. Cowan, Buffalo. N. Y.

President Walbridge—Gentlemen, you have heard the report. I believe it is usual not to vote on these nominations until later in the session. Is not that the case?

Mr. Purcell—I move, sir, that the report be made a special order for the first thing at the afternoon session. Carried.

President Walbridge—Mr. Walker, chairman of the Board of Control, will proceed with the reading of the reports of the board.

Mr. Walker—The Board of Control respectfully submits the following in relation to the report of the Committee on Paints, Oils and Glass:

The Committee, through its chairman, Mr. T. F. Van Natta,

has given the association a clear idea of the present conditions affecting the three leading staples—white lead, linseed oil and window glass. Particular attention is given in this report to the fact that all of these articles are closely controlled by consolidations or amalgamations, by which no provision is made for a profit to the wholesale dealer. The present method of selling white lead has been followed by the lead company for several years, and both customers and profits have vanished on this article.

Linseed oil, which at one time gave the jobber a reasonable profit on sales, has also been curtailed in opportunity of sales, as well as in profit.

Window glass, while controlled by a strong organization, has thus far permitted the dealers, who were willing to buy and carry in stock their maximum quantity, a very satisfactory profit.

Inasmuch as many of our members have continued to distribute lead and oil at cost with hope of some future improvement or protection, and others have ceased to take any interest in the sales because of lack of profit, the Board of Control believes that it will be for the interest of all of our members to learn positively if present conditions can be improved. With this in view, we offer the following resolution:

Resolved, That the incoming Committee on Paints, Oils and Glass be authorized, in behalf of this association or in conjunction with a committee appointed by the National Paint, Oil and Varnish Association, to confer with the corporations controlling these articles, with a view of securing an equitable and just compensation to the distributors of these leading staples.

President Walbridge—This report carries with it a resolution, which is before you for your consideration. What is your pleasure?

Mr. Kline—I move the adoption of the resolution. Carried.

President Walbridge—Mr. Walker will now present the report of the Board of Control on the report of the Committee on Adulterations.

The association owes a debt of gratitude to Mr. C. F.

Shoemaker, chairman of this committee, for the comprehensive report submitted on this subject, a report involving much labor and presenting many new facts on a subject of general interest. It is gratifying to learn that the quality of drugs generally sold by the wholesale druggist is steadily improving and that, owing to the general educational requirements in many states, that the retail trade is now largely conducted by graduates of colleges of pharmacy and licensed pharmacists, and that the requirements for the best articles are constantly on the increase.

The Board of Control believe that in all discussions as to a Pure Food and Drug Law this association should, through its various committees, as well as individually, stand for the best and purest grades of goods obtainable, and should be in favor of any reasonable law that will throw better safeguards about the sale of articles for either food or medicine. This subject has received considerable attention heretofore from our members, and we believe that the arguments set forth in the report are worthy of consideration in a general discussion of this important subject.

Mr. Walker—In connection with this report, I would like to read the report of the Board of Control on the report of the Committee on Legislation. They ought to be considered together.

The able, painstaking and exceedingly comprehensive report submitted by Mr. M. N. Kline, chairman of this committee, has brought to the attention of the association matters of paramount importance.

The subject of a Pure Food Law has been treated by the Committee on Adulteration from another point of view.

In order to bring these various matters before the association for consideration, we offer the following resolutions, as recommended by the committee:

Resolved, That the Committee on Legislation be instructed to favor the repeal of Section 20 and its dependent clauses of the War Revenue Law of 1898. If this is impossible, the committee is hereby instructed to favor the reduction of the Stamp Tax to a rate equal to 1 per cent of the retail price, and an extension of its provisions to other than medicinal proprietary trade-mark articles.

Resolved, That the Committee on Legislation favor the passage of the Brosius Pure Food Law, now pending in the United States Congress, provided the interests of chemists and druggists are safeguarded in such particulars as may appear to them to be necessary.

Resolved, That the Committee on Legislation be instructed to co-operate with the Commissioners appointed to revise the trade-mark laws, in favor of embodying their recommendations into a law, or laws, more fully protecting the interests of our members and securing more satisfactory reciprocal relations with foreign countries.

President Walbridge—Gentlemen, you have heard the report of the Board of Control on these two important matters. What is your pleasure?

Mr. Noyes—I move their adoption. Carried.

President Walbridge—This is all the business that the Board of Control has to present at this time, and we will hear the report of the secretary.

Secretary Merriam read the following report:

REPORT OF THE SECRETARY.

Mr. President and Gentlemen:

As the report of the secretary is in the regular order of business, I will this year present a very brief report. At some previous conventions specific action was taken in regard to certain matters of special interest to the members, and by resolution the secretary was instructed to compile certain information, and duly report at the next meeting of the association. Following the instructions of the Richmond convention in 1897, the working of the several drug exchanges were duly reported to me by the several secretaries, and their very satisfactory reports were embodied in my annual report at the meeting in St. Louis last year. At that meeting no special requisition was made upon me for information regarding association matters, but I can say the general correspondence with the membership and kindred associations has been about the same as in previous years. The condition of the membership, as reported last year, was as follows:—Active members, 232; associate members, 182; these did not include the applications reported by the membership committee and elected later in the session, which increased the number of active, 2; associate, 11; making a total of active, 234; associate, 193.

During the past year two jobbing firms in St. Louis have consolidated their interests, making one membership less in that city. In the associate list, five firms have resigned, and one firm has gone out of business. In the active list one firm only has resigned. The treasurer advises me that up to the time of making this report seven firms in the active list and five firms in the associate list are delinquent in the payment of their annual dues. It was thought advisable to continue some of the names on the list during the year, hoping payment will be made before the next meeting, and if not then paid, the names will be stricken from the lists.

PUBLICATION.

Six hundred and fifty (650) copies of the proceedings at St. Louis last year were printed and distributed to the membership in the usual manner. This was fifty (50) copies in excess of previous years, for the reason that as the organization of the retail druggists was then forming in St. Louis, and a mutuality of interest brought the two associations in pleasant harmony during the sessions of the conventions, it was thought a generous distribution of our proceedings, among those prominent in the organization, would help to assure our friends that the action of our body would prove our earnest sympathy in cementing a friendship between the organizations now so closely allied. We are now at this meeting passing the quarter of a century mark in the history of this association. Those of us who were present at its inauguration and hopefully planned for its success, have great reason to rejoice at the progress made year by year, until now the period of experiment has passed, and the stability of its foundation seems fully assured. Many of the local commercial bodies which were co-existent with our own at its foundation, and some of whom were afterwards inaugurated with ambitious hopes of success, have passed away, and now live only in memory.

In view of the prominence which is now given to the organization of the "National Association of Retail Druggists," and especially as many of our members are actively interested in its success, it may be proper to refer to it in this report. At this point it may not be ungenerous to refer to the efforts of the retail druggists several years ago to form a national association. We were not indifferent to their efforts to mature and perfect such plans as would secure to the retailers a better profit on proprietary goods. At our convention at St. Louis in 1884, the "Campion Plan" was under discussion, and influential delegates from the retail associations were present and prominent in the debates. At the close of the discussion it was voted that our association pledge the sum of one thousand dollars ($1,000) towards helping to defray the expenses of this plan. This action of our body showed our interest in the affairs of the retail organization. It was to their interest as it was to our own, and as it is today, in holding up the hands of the brave and gallant body of retailers, which fifteen years later in the same

city, and with the experience of the past to aid them in the adoption of new lines of defensive action, and in promulgating the correct principles of organization in a delegated representation of membership in its authorized associations, from every portion of the country.

DEATH OF EX-PRESIDENT JAMES S. BURDSAL.

Among the deaths reported by the Committee "on Memorials of Deceased Members," was the name of ex-President James S. Burdsal, of Cincinnati. To those familiar with the early history of our association, this name will be recalled as the one especially prominent in its inception and organization. The memorable preamble to our constitution adopted at Indianapolis in 1876, is a suggestion of the condition of business methods prevailing at that time in many portions of our country, and especially in the West and Northwest. There was probably no time in the history of the wholesale drug trade of the country when competition was so rampant, followed by a reckless demoralization of prices, the bitter denunciation and rivalry of competing firms, and the utter disregard of those higher principles of business ethics which should be at all times controlling and observed. It was at this time that Mr. Kiefer, of Indianapolis, came to Cincinnati and in consultation with Mr. Burdsal urged that some action be taken looking to a change in the general business condition. Mr. Burdsal promptly called a meeting of the wholesale druggists in Cincinnati, and was elected its chairman. The secretary of the meeting was instructed to send a circular letter reporting the action taken to every wholesale drug firm in the territory named, which resulted in calling a convention at Indianapolis, March 15, 1876. The constitution and by-laws adopted at Indianapolis was wholly written by Mr. Burdsal and with some slight changes since made necessary by the enlargement of territory and membership is the one under which you are working today. Mr. Burdsal never expressed an ambition for official position in the association, and when the time came for the meeting of the convention at Cincinnati, in 1881, he was elected its president and ably discharged the duties of the office. He was a man of great energy of character, and while he remained in business in Cincinnati he was persistent in advancing the interests of the association. In the last hours of his life and his mind wavering at times, he audibly expressed

his affection for the institution he so significantly aided in establishing, and with no reflection on the merits of those with whom he was associated he may justly be called the father of this association.

In view of the facts thus briefly stated, I would suggest that a committee of three be appointed by the president of this body, of which the chairman of Committee "on Memorials of Deceased Members" shall be chairman, to prepare and submit to the convention appropriate resolutions expressive of the sentiment of this association on the death of Mr. Burdsal.

Respectfully submitted,

A. B. MERRIAM,
Secretary.

President Walbridge—The Board of Control has had an advance copy of this report, and is now ready to make their report upon it. With your permission, Mr. Walker will make the report of the Board of Control upon the report of the Secretary.

Mr. Walker presented the following:

It is especially gratifying to every member of the association to again hear a report from our faithful secretary. During his long and severe sickness, and in the weeks when his life was despaired of, he was the recipient of the sympathy and well-wishes of the entire trade for his recovery, and it is with pleasure that we greet him in his accustomed place. The report of our membership, noting but one resignation during the year, must indicate the necessity for an organization such as we have.

We commend the secretary for his abiding interest in the work of the association, and for his faithfulness in discharging every duty of the office to the best of his ability. As suggested by the secretary, we offer the following resolution:

Resolved, That a committee of three be appointed by the president, of which the chairman of Committee on

Memorials of Deceased Members shall be chairman, to prepare and submit to the convention appropriate resolutions expressive of the sentiment of this association on the death of ex-President Burdsal.

President Walbridge—Gentlemen, you have heard the report of the Board of Control. What action will you take upon it?

Mr. Kline—I move its adoption, and if I may be excused I would like to say a word or two in connection with this report.

President Walbridge—You have the floor, sir.

Mr. Kline—I asked for the privilege for two reasons, first, because I think this report, which treats in a brief way the history of this organization for twenty-five years, ought to receive a little attention, and, secondly, because I regret that my eloquent friends all around me are sitting here and allowing important reports to be acted upon without a word of discussion. Of course I have always heard that in connection with church matters that if a body of men should be nominated for the vestry and should be elected by the votes of two or three members it is a sign of peace and prosperity, and that quarrels only came when there is any discord. It seems to me that when we reflect for a moment upon the doings of this organization, as we are led to do by the report of the secretary, that it might be well for us to spend a few minutes to hear from such men as Mr. Noyes and other gentlemen in the room who have been with the organization almost from its inception, and to pay some attention and spend a few moments of time in referring to some of the matters that this organization has undertaken, and which this organization has accomplished, and I will let them do it.

I have been connected with the National Wholesale

Druggists' Association ever since 1882, and that I believe is about seventeen years. During that time I have missed only one meeting. I have always looked forward with the greatest pleasure to coming to the meetings of the association, for the reason that our business is conducted in a manner probably not excelled by any other organization in the country. We meet gentlemen who can ably discuss the questions that are brought here for consideration, who can treat them with an insight and comprehension which is most able and admirable. The reports of the chairmen of our committees, I think, are superior in every respect to anything I have ever had the privilege of listening to. The men who are appointed to the positions of chairmen to these committees spend a great deal of time, and give a great deal of attention in bringing here to our notice matters of the utmost importance, and so altogether I think we can congratulate ourselves in looking back over the past twenty-five years upon what we have accomplished; but I want to refer to something else. I may be a little bit out of sorts this morning; I may possibly be getting old and may have been out of sorts all this week.

Mr. Noyes—You were out last night.

Mr. Kline—Yes, and Mr. Noyes and I did not like the performance, but it seems to me that we are drifting somehow or other into a condition that we ought to take note of, and about which somebody ought to sound a note of warning. We have come here to this meeting, which should be, I believe, one of the most important meetings this organization has ever held, and what do we find? It seems to me that we find everybody bent on having a good time, and a large number of our members in the lobby of the hotel discussing matters which I suppose are of equal importance with the things they would

hear in this room but at any rate it certainly is a matter of discouragement, it seems to me, to the gentlemen who have prepared these able reports to have to read them to empty chairs, and it is a matter of still greater discouragement when they bring in here recommendations in which all are interested to find them passed without any discussion, without even any opposition. I would a thousand times rather, for example, referring to the report I prepared, the report of the Committee on Legislation, that there would be some half dozen members get up here and oppose the recommendations in that report, and I know there are some here who are opposed to some of the recommendations and we could then start a discussion on the question and bring out that which is in the minds of our members rather than to pass it by as we did this morning. It seems to me that it is the first evidence of decay, and we ought to take heed of that. We are beginning to have more interest manifested in the fun than we are in the business of this organization. Now, we cannot hope to perpetuate in that way that which we have so well builded. We all know, Mr. Chairman, how it is with our respective businesses. The moment that we begin to feel that it will run itself, the moment we begin to feel that we can go abroad and travel around and leave any one in charge, the thing goes down, and so I daresay all those gentlemen who are members of this organization when they are at home do not stand around the lobby of the hotels in their town; they do not go driving around during business hours; but you will find them at their offices looking after their several businesses very closely. If we are going to maintain the position which this organization so justly and so proudly holds in this country, we have got to go back, I think, to that principle.

I just wanted to give expression to that little growl,

because it is exactly how I feel this morning. I hope that we will not make the mistake of permitting these splendid reports which are being prepared on all the various subjects of interest to the members to go by without giving them proper attention. [Applause.]

Mr. Eliel—May I supplement what Mr. Kline has said with a few remarks? I am very glad, indeed, sir, to hear what Mr. Kline has said. What I took occasion to say yesterday with regard to our meetings and the relative amount of entertainment and business was very near to me, and I voiced, in saying what I did, not only my own sentiments, but those of a large number of men in this organization. These things are not pleasant to say, and most of us would prefer to pass them over. But some one must say them, and I am very glad, indeed, to have the matter brought to our attention for just a moment, so that we may consider it seriously. I am one of those who believe that the work of this association is valuable. I am one of those who believe that without the work at these annual meetings we could not possibly hold what we have. I believe that unless the interest in these meetings can be kept up and kept fresh and alive, the contract plan, which is the foundation of our success in business, will disintegrate and decay just as sure as the sun rises and sets. We leave our offices (and some come great distances) to do that which we have to do, and which I think is as necessary as any work we can do at our desks. A year ago we met in the city of St. Louis, and the entertainments there were so lavish, our friends were so profuse, that it was almost impossible for us to take up the business of that meeting. I was very glad, indeed, when we decided that our next meeting should be held at Old Point Comfort, for I felt that we would be away from the temptations which kept our members out of the

meeting room, and that we could get together and quietly perform our duties. What do we find? We come here to a small place, where, although the natural attractions are very great, I had reason to believe we could hold our members together. We find that almost the whole of the time so far has been devoted to entertainments, and that very little time has been set apart for the business of this association. Now I am speaking plainly, but I am speaking without feeling, and in behalf of what I consider to be the interest of this association and every member connected with it, whether active or associate. We find no adequate arrangements for our meetings and for our comfort. We find a great deal of entertainment—so much entertainment that, as has been said before, it is hardly possible to attend to our business. Now, gentlemen, that is all wrong, and it is harmful, and we must bear that in mind, and I hope that at the next meeting of this association there will be absolutely no entertainment —absolutely none. I think we have got to get back to first principles and get together and do the work which some of us think is necessary to be done, and when we have done that and have attended to those affairs which bring us together, then I say, let us play, for I enjoy fun as much as anybody; but of late the entertainment has been first and foremost and the business of this association has been side-tracked. I hope that in this respect we shall see some change. (Applause.)

Mr. Purcell—What is the matter before the house?

President Walbridge—The suggestion of Mr. Kline was that we devote a few moments to short speeches in expressing respect for our deceased president.

Mr. Purcell—I move that the question under consideration before the house be now concluded, but do not

see the application of the remarks to the matter in question.

Mr. Eliel—I would apologize. I was out of the room when the matter was brought up and only heard the latter part of Mr. Kline's remarks.

Mr. Kline—What I said distinctly when I arose was that I thought we ought to give a few moments' attention to the reference in the secretary's report to the history of the association for the past twenty-five years. I did move also that the report of the Board of Control on the secretary's report should be adopted, and that included the reference to a committee on the preparation of a memorial on the death of Mr. Burdsal. My remarks were brought about by the reminiscent nature of the report of the secretary, in which he traces briefly the history of the association for the past twenty-five years.

The question was put on the adoption of the report of the Board of Control, which was carried.

President Walbridge—Gentlemen, if it is your pleasure, it would be eminently proper to devote a few moments in respectful memory of our deceased president, Mr. Burdsal. Mr. Noyes has been mentioned in that connection, and I am sure that the association will be pleased to hear from Mr. Noyes.

Mr. Noyes—Mr. President and Gentlemen: I have no idea of taking up any considerable portion of time, nor have I given the subject consideration. I think Mr. Kline's suggestion, however, is one which is worthy of consideration. When the report of the Committee on Memorials of Deceased Members is read—the obituary report—the chairs are mostly vacant, and we do not seem to give the thought and respect to the memory of our associates that we might well give, for, as a rule, this is our last chance of doing it.

In regard to the early history of the association, it will take much longer than the few minutes allotted this morning to go into it in detail. The record of the association has been one of effort, of intelligent effort; one of great enterprise, one of remarkable persistence, the grandest record—I do not hesitate to say it—of any trade association in the United States or any other country, so far as I know. Our volumes of reports have preserved to us as a matter of record, an immense amount of information, definite and correct, in regard to our business. I look them over with surprise, for in general when a question is under discussion we do not arrive at any more complete and practical conclusions than are contained in the complete and well considered reports of the past.

There was a grand set of men connected with the early movement to organize this association—men who were deeply impressed with the necessity of improving the condition of the trade in the country. I went down to the first meeting in Indianapolis. I hesitated about going, but it seemed to me it was worth while to go, and I have not changed my opinions in regard to the meetings of the association since. I have attended nearly all of them, and I am always repaid in doing so. I can never sit at my desk and think of the matters of importance which we ought to discuss here, and discuss freely, without feeling that it is worth while to come, and that it is more to my interest to come than it is to remain at home. I went down to the first meeting on a train with a gentleman who was not in favor of the organization. We talked it over. The meeting was called and a little personal feeling engendered, and the result has been that the firm with which the gentleman was connected has never been in sympathy with the association. It was a very little matter that led to the withdrawal of that firm. They

signed the first agreement and entered upon relations with us, but a little personal feeling took one of our new members away. I think we ought to be careful in all we undertake to do, to avoid anything that creates ill feeling among the members, so that we can go forward together in the right direction. One great advantage of the association has always been the meeting together—as we do—in a social and friendly way for a few days of each year. It has cultivated a spirit of friendliness; and while we see little disturbances, like rocks underneath in the current of Niagara, the tide of good feeling and mutual interest rises in our meetings above the rocks and they pass out of sight. I notice on our Western prairies, whenever the crops are the best, that what few fences there are go out of sight; and I trust that the walls between us will never be so high that we cannot look over them and see a good fellow on the other side.

Mr. Burdsal was the man who might be called the father of the association. It was in his active brain that the idea originated of calling us together, and from the beginning Mr. Burdsal, a man of strong impressions, a man with some prejudices, a man who liked very much indeed to have his own ideas control, was the man who sacrificed his own personal interest, gave time and money in his urgency of purpose to carry forward his idea until he reached the point of success in securing a delegation at Indianapolis which formed the association. One of the very first things we did was an attempt to scale our prices. The rebate system surely is an improvement on the other. We attempted to scale the prices on certain things only; we did not attempt to cover the whole ground. As we went on, the rebate system was inaugurated and improved, and is yet to be improved, I think. I do not believe it is to be given up, but believe it is yet to

be modified and improved, and it will be more efficient than it has been in the past. Its best use and application depends entirely upon the action of each and all of us. I wish to say that we form, not an ideal association, although they quoted that expression, "They builded better than they knew," but we began simply by doing the very best under the circumstances, and since then have been constantly going on doing a little better. We are learning all the time and I am older than most of you. At the same time, gentlemen, we have not reached, we cannot reach the ideal of what we ought to have in this association or the ideals of our trade. In our business the ideal is more important than it is in some other lines of business, because we deal with elements which do not enter into other businesses. We are bound by conscience and intelligence and reason to improve our business to the greatest extent and not to deteriorate it to the extent shown in the minority report of the Committee on Adulterations, which was given us yesterday. Everything there said was the truth. We cannot ignore such things. I wish we had more discussion here. I, like Mr. Kline, would rather have a good, honest opposition; I believe in a good, honest doubter, and still more in an honest fight. I believe in opposition in stirring up waters and purifying them, and the same with the questions which are before us. I do not believe in letting these things pass merely because they are recommended; I believe in every man expressing his opinion upon these questions. As I said to the proprietors the other day, I wish that Kline and Eliel and Noyes and all that crowd who talk so much would stop and let us once have a convention in which no man should speak who had spoken at previous conventions, and we would have the best conventions we have had in a long time and turn up something

new. My idea might perhaps be illustrated by a story that I once heard in regard to the Red River of the North, where the old farms were laid out (each with their water frontage on the river), of great length and very narrow. One day an old French farmer was noticed ploughing his lands not in the traditional way, lengthwise of his farm, but crosswise, and a friend exclaimed: "What are you doing?" The reply was, "I have ploughed my farm for twenty years the usual way, and I am making one last effort to turn up something new." That is what I would like to see done in this association.

President Walbridge—Is there any other gentleman who has anything to say in connection with this matter? The chairman of the Standing Committee on Memorials of Deceased Members is Mr. Fox, who is not present, but I will appoint him chairman, as the order calls for that. I will appoint Mr. Fox, Mr. Noyes and Mr. Main. Mr. Noyes and Mr. Main will have to do the work if Mr. Fox is not present, and that will make Mr. Noyes acting chairman of the committee.

We will now hear the report of the treasurer.

Treasurer Strong submitted the following report:

TREASURER'S REPORT

for the Year Ending October 9th, 1899.

RECEIPTS.

Balance on hand as shown by last report	$138.79
Sale of badges at St. Louis meeting	12.00
Initiation fees, 15 new members	150.00
Membership annual dues	7,545.00
Sale of Rebate Books	573.49
Mileage rebates to J. E. Toms	24.32
	$8,443.60

EXPENDITURES.

General Expenses	$1.530.14
Various Committees	6.909.59
	$8,439.73
Balance on hand	$3.87

Detailed report of expenditures will be found on the two sheets hereto attached, all of which together with approved vouchers for all of the expenditures herein reported, are hereby respectfully submitted.

S. E. STRONG, Treasurer.

Treasurer Strong—I had this report in the hands of an expert accountant for two days hoping that he might raise the balance, but he has not succeeded in doing so.

President Walbridge—I believe it is usual to refer this report to a special committee. I will appoint Mr. Charles Hubbard, Mr. Alanson S. Brooks and Mr. E. D. Taylor a special committee to examine and audit the report of the treasurer.

Mr. Purcell—Mr. President, I will offer a motion that is in line with the remarks made by Mr. Eliel, in which

remarks I beg to assure him I most heartily concur. I will offer a motion to the effect that one of our secretaries, preferably Mr. Toms, as I would not desire to add to the work which our worthy secretary, Mr. Merriam, has now to perform, be placed as a permanent member on the Committee of Entertainment, whose special duty it would be to see that proper accommodations were made for the meetings of this association and its committees, for the convenience of the officers and committees of the association to accelerate and push forward the work of the association. I think it is but natural that when a Committee on Entertainment is appointed that they go to work to entertain, and in doing so they very naturally overlook the serious business of the association. In many instances that committee is formed of local gentlemen, but few of whom attend the meetings of the association and know its workings. I am sure that the credit of all our entertainment is due to gentlemen who, for the greater part, are not identified with the work of the association and do not know our requirements and needs as would our own secretary, if he were on the committee. As a member of the present Entertainment Committee I speak, because I am equally familiar with all the rest of the gentlemen with the lack of accommodations we find here. Of course, this was a makeshift with us, and we had at the last moment to make all these arrangements; and we must bear in mind that the committee was appointed on account of their proximity to Old Point Comfort and that the place of meeting was changed to a location 1,000 miles away. Therefore, as a member of that committee, I would assume all the blame that can be attached to them, and I am sure that no blame is intended, but, as a member of the Committee on Entertainment, as a past officer of the association and having had

the meeting in my own city, I believe that you would further your own interests and add to the dispatch of business at your meetings if you would appoint one of your permanent secretaries as a standing member of the Committee on Entertainment, whose duty it would be to see that proper accommodations were made for the meeting of this body. I, therefore, offer that as a resolution.

President Walbridge—I am sure that no one has the slightest idea of finding fault with the Entertainment Committee; on the contrary, I have heard expressions of approval of the very necessary work they accomplished when yellow fever was discovered at Old Point Comfort. The motion is that the secretary of the Proprietary Committee be made a member of the Committee on Entertainment.

Mr. Main—I would like to amend the motion by adding to it that the proposed arrangements for each meeting be submitted to the president and receive his assent before they are carried into effect.

President Walbridge—I think that has always been done—I know it was done this year.

Mr. Purcell—I hardly think it would be well to make that an ironclad rule. Courtesy demands and has always been observed, that the programme shall be submitted to the president for his approval, but frequently the committee is obliged to change the programme at the last moment, and if this resolution were adopted it might preclude them from making such changes as might be of benefit to the association.

Mr. T. P. Cook—Mr. President, I would beg leave to call your attention to the fact that the by-laws provide for the last point raised. In making arrangements, or changing same, the Committee on Entertainment must

have the approval of the president and Board of Control. At the same time I would suggest, in order to have the arrangements entirely satisfactory to the association, that the Entertainment Committee shall consist, as has been suggested, of the secretary of the Proprietary Committee and that the other members of the committee be made up of the chairmen of the various committees. This would give you an Entertainment Committee which would have among its members a thorough knowledge of what is wanted, and would be the best talent obtainable and, I think, perhaps would work out to the satisfaction of everybody.

The President—Do I understand you to make an amendment to that effect?

Mr. Cook—I offer that as an amendment.

Mr. Main—I withdraw my amendment, Mr. President.

Mr. Eliel—I see the spirit in which Mr. Cook offers his suggestion, but I do not think we ought to go to that extreme. I think if the secretary of the Proprietary Committee is a member of the Committee on Arrangements that he will look after these details which, perhaps, the others have overlooked, and if the rest of the committee is constituted as it always has been heretofore, then both sides will have their proper attention. I do not want to be too radical or go too far in the matter. I only want to bring out what will secure the best good of the association.

Mr. C. F. Shoemaker—I trust the amendment proposed by our esteemed friend, Mr. Cook, will be withdrawn by him, because I really feel that the method he proposes would not be to the advantage of the association at large. It does not seem to me that it would be exactly the proper thing to pick out the chairmen of the various committees and impose on them the additional

duty of serving on this Entertainment Committee, which might be rather onerous. I had learned by experience that the position of chairman of an ordinary committee is not altogether a sinecure and in addition to that a rule of this kind would prevent the association from having the benefit of the experience on this Entertainment Committee of such members as Mr. Cook himself, who have had considerable experience in doing this work. I do not believe it would be for the advantage of the association to adopt this course, but I think that the safeguard proposed by Mr. Purcell would be the best and leave off the other thing.

Mr. Purcell—I do not think that Mr. Cook's amendment is practicable, if he will think of it for one moment. What kind of an entertainment would you have made up of chairmen of committees like Mr. Eliel and Mr. Faxon? What kind of an entertainment would they give you—they would talk to you all day. I do not want to be entertained that way. I am not so old, like my friend Eliel, that I do not want any entertainment. There are men in this association of different types, and those who have brains we want to utilize as chairmen of these committees; and there are other fellows who have brains but who also have a good flow of spirits and know how to entertain, and we want those gentlemen on our Entertainment Committee. I think you had better allow the president to appoint the members of the Entertainment Committee and with the addition of this one man, whose duty it would be to see that the entertainments did not interfere with the business, I think everything would work beautifully and smoothly. I am satisfied that Mr. Cook will take that view of the matter, and I hope he will withdraw his amendment.

Mr. Cook—When you put the question, Mr. Presi-

dent, I would like to discuss it for a moment.

Mr. Myers—There has not been a second to Mr. Cook's amendment, and it is not properly before the house.

Mr. Noyes—I second it, to hear what Mr. Cook has to say.

Mr. Cook—What I may have to say, Mr. President and gentlemen, is simply in the interest of the two associations, and I have offered the amendment in keeping with Mr. Eliel's remarks. We all have naturally, I think, the idea of having the very best arrangements that are possible, and I know of no body of men who are better able to judge of what is best than the chairmen of the various committees. They have been members of the association for a number of years, and are thoroughly familiar with the work, and by virtue of that fact they have been made chairmen of their various committees, and I respectfully submit that those are the men who know best what is to be done in the matters to which you have referred.

President Walbridge—The time is coming for the special order of business, and if you are ready to vote on this matter we will take the vote.

Mr. Cook's amendment was put to vote and lost.

Mr. Purcell's motion was unanimously carried.

President Walbridge—The special order is the reading of the report of the Proprietary Committee. I have pleasure in presenting Mr. Frank A. Faxon, of Kansas City, the chairman of the committee.

Mr. Faxon—Mr. President and Gentlemen of the Convention: This report was written under rather trying circumstances last week, and until my written statements had been put into type by the secretary of the committee, Mr. Toms, and I read them over on Saturday evening,

I really did not know what kind of a report I had prepared. I wish to say to you that I am not entirely satisfied with it myself, because it is not in some respects as forcible as I would like to have it. I have in this report recommended the raising of more money by this association to carry on the work which it is necessary to do. I believe there is nothing so valuable for an association of this kind as a full treasury. Such a treasury commands respect, and has a large moral effect. Heretofore, for years, I think, the report of the treasurer has not been read with very much emphasis at these meetings because it was not such an one as we would be pleased to hear. As a matter of fact, there is no use in trying to conceal from our own people the condition which now exists. The treasury is empty, and if this work for which you elected the chairman of the Proprietary Committee is to be made effective he must have means; he must have a long arm.

I have been told since I proposed to recommend this increase in dues that some of the active members of this association would withdraw if the dues were raised to fifty dollars. If the dues were raised to fourteen cents a day some of the men who are every hour receiving benefits of the work done here would withdraw and no longer co-operate with us. I cannot believe there is any one who would take that view of the situation. If there are such, they must be very small men; they must be very penurious. If they do it they will do it knowing that there are other men who are not so penurious, and they count on those to carry on the work, knowing they will receive the benefit. The fact is, there are many active members who accept the benefits of the rebate plan the same as they do sunshine and rain—as a matter of course—as something for which they are not responsible and some-

thing for which they have no part. I have introduced into this report a recommendation to raise the dues simply because we want to make this work effective. The time has come, and we might as well understand it, when, if there is not some strength infused into this rebate plan, it will become so full of holes that it will not longer be worth anything to any member of this association. I make these remarks now, Mr. President, because I want them to be printed in the published reports, near the report of the Proprietary Committee, so that those who are not here this morning may know what we are talking about. That is why I preface the reading of this report with these remarks. I want the men who never come here, but accept as a matter of course the benefits of our work, to know that there is danger ahead. [Applause.]

Mr. Faxon then presented the report as follows:

REPORT OF THE COMMITTEE ON PROPRIETARY GOODS.

To the National Wholesale Druggists' Association:

Brief as the time seems, a full year has passed into history since the last report of this committee was made to the twenty-fourth annual convention of the N. W. D. A., held in the great metropolis of the Mississippi Valley. Like all years, it has had its measure of losses and gains, successes and failures, contests and victories. But the record of 1899 has been a fairer one than has been recently written. Business confidence, so long absent, has had a full restoration, and the commerce of the country has swollen to unprecedented proportions. Expansion seems to be the order of the times, and a mighty destiny seems to be in store for our beloved country. On every hand may be seen the signs and promises of great commercial prosperity. The drug business, in common with other branches of trade, has shared in the better times. An increased volume of business is

being done. And yet it is as true today as in any period of the past that without the protection afforded by the rebate plan, the profits would hardly equal the ever-growing expense account. A scheme of such value, then, should, it would seem, be most carefully guarded, and the efforts of all interested be most earnestly and honestly enlisted in its support and further upbuilding. However strange, it is true, "and pity 'tis 'tis true," that the loyalty of its direct beneficiaries cannot always be counted upon. Certain ones, whose commercial solvency depends upon its maintenance, withhold all active co-operation. Others, who enjoy its benefits and without a doubt desire its continuance, assume a position of apparent antagonism. Again, there are those—few happily—who are ever ready to express appreciation of its value, profess loyalty to it, sign contracts, and then wink at all manner of violations.

If the early fathers of the National Wholesale Druggists' Association builded well, it was because their noble efforts led to the establishment of the rebate plan. It has always been, and is today, the chief stone of the corner. The wholesale drug business is a localized one, and such it is going to remain. No change of method will alter this fact. It is as fixed as the laws of the Medes and Persians, and the prudent jobber will so recognize it. The habit of buying small and often is here to stay.

Under any scheme for handling proprietary goods, this condition will exist. An order for drugs today must be executed tomorrow, and the merchandise be ready to pass to the consumer the day after. A house that sends its traveling men into a territory beyond a reasonable freight and time limit can hope to secure orders for contract goods by cutting prices, and in no other way. It is folly to suppose that this can be done without the knowledge of the local or near-by jobber. Retaliation is thus challenged, and demoralization follows.

A plan that enabled the wholesale druggists of this country to carry their business with fairly satisfactory results through the dismal days following 1892 is surely worth saving—and it will be saved, but only by that eternal vigilance which is the price of everything worth having. In the main, it has been well supported, and in the main, it is well supported today; but a small leak may sink a great ship. In order to not slip behind, we must keep pushing forward. There should be more active

and less passive support. Every man whose business justifies him in calling himself a wholesale druggist should be a member of this association and do his part like a man in the great work that has to be done. He should demand a place in the line where he can stand shoulder to shoulder with other members in a firm, steady and honest effort to create and maintain such relations as make for strength. He is permitted to enjoy the harvest—he should help in the sowing. Such unity of purpose and conduct would give to the N. W. D. A. a power which has been dreamed of, but not yet realized.

The work that is done by the Proprietary Committee calls for the expenditure of a considerable amount of money. Heretofore the funds in our treasury have been insufficient for satisfactory service. The committee has been seriously handicapped. There is a growing need for more money. To secure absolute evidence of contract violations, ample funds to draw upon should at all times be in the association treasury. This is becoming an imperative necessity. Considering the importance and value of the work done by this organization, the annual dues have always been absurdly small. They should be increased, and it is hoped that at this meeting provision will be made to supply ample revenues to the end that the best possible work may be done. An annual payment of fifty dollars ($50) by active members would be but a trifle, and it would supply a fund sufficient for an active and aggressive policy which would be worth much to the members of the association. The rebate system must be made stronger, and to make it so, there must be a way of securing evidence of violations. When found, a penalty must be enforced.

A jobber should not expect to have his business made and kept profitable and easy by simply mailing a twenty-five dollar check once a year. Not only more money is needed, but more work. A larger, livelier interest should be developed. Every member should consider himself a committee of one to look after the interests of the rebate plan in his territory.

And it is well now to consider whether it may not be possible to make some changes in the rebate plan which will give it greater strength and efficiency. It is believed that this can be done, and the method is simple. The adoption by leading proprietors of the Jayne plan, with some modifications, would

bring, we believe, the most gratifying results. It has been urged by some that the general adoption of the proposed method would tie up too large a sum of the jobber's rebate money, though it is quite certain that it would be very much better to have all the profits on proprietary goods held back for six months than to adhere to a system that may ultimately be abandoned on account of its failure to protect. Let rebate proprietors, or those who wish to control the prices and distribution of their goods, honor orders for quantity lots from any jobber whose name appears on the official list, and make the rebate payable in three months, only upon receipt of a statement signed by the firm to the effect that in no instance have the proprietor's terms of sale been deviated from. This plan has been satisfactory wherever tried. The Eastman kodak people are able to prevent cutting absolutely on their restricted goods, and they use this method. It would keep from the hands of the jobber his rebate for an average period of 45 days, which is surely a small matter when the general benefits that would accrue are considered. It would relieve jobbers from any consideration of the so-called anti-trust laws. If the seller did not make the necessary declaration that the proprietor's terms had in every way been respected, or if evidence was submitted that violations had been made, the penalty would be naturally and easily applied. If the members of this association desire the adoption of such a plan, there is little doubt but what the proprietors would be glad to meet their wishes. It involves no important change of machinery, but simply an easy modification of present methods. In other words, it means that a settlement would be made every three months between proprietor and jobber.

Coincident with our meeting in St. Louis a year ago, a trade organization was effected that has been a mighty factor in the work which engages us. Hereafter the retailer must be taken into account. He is with us and for us, and the more closely we co-operate, the better it will be for both. The National Association of Retail Druggists has grown beyond all expectations. Born of the seriousness of the situation, the infant organization has developed strength with amazing rapidity. Wisdom has been its guide and moderation its principle of action. Standing upon a broad platform, its leaders asked of

proprietors what our own association has long contended for. They might have taken a very different position. Men of small mental calibre would probably have done so. They were not chasers of moonbeams. They did not expect to entirely abolish the cutting evil, but they saw that it might be checked and to a large extent controlled, and they adopted a plan that is practical, and we believe, the only one that is practical. The essence of their work at St. Louis was in the unanimous adoption of the following resolution:

"Resolved, That we request the manufacturers of proprietary articles that they limit the distribution of their goods, when sold at lowest prices, to the legitimate wholesale dealers, as recognized by the Proprietary Committee of the N. W. D. A., the Executive Committee of the N. A. R. D., and a committee of the Proprietary Association; and that we also request the jobbers not to sell to department stores or to persistently aggressive drug cutters."

It was a close-cut, definite, intelligent demand, and a reasonable one. Conservative men with clear heads were placed in control, and very effective work has been done, especially in the West. In the East, progress has not been so marked, but the leaven is working and valuable results are sure to come. It is only through organization that the evils which disturb the retail trade can be remedied, and it is not probable that an association better qualified to grapple with existing troubles than the N. A. R. D. will ever be created. A stupendous work has been undertaken, and success will ultimately perch upon the association's banners if its members become not weary in well doing.

Taking the broad ground which the retail organization did at St. Louis, they had reason to expect loyal and cordial support from every jobber. As a general thing, they have had this, but there have been a few notable exceptions.

At a meeting of the Western Wholesale Druggists in St. Louis, held in March last, one of the officers of the N. A. R. D. spoke these words:

"What we ask of you is but little compared with the direct benefits that would accrue to you. God knows we only ask that which is our right. We demand only what is just. There is not a jobber in the room who does not know that the prosperity

of the retailer is absolutely essential to his success. We have offered you a condition that has never prevailed in the history of the drug business, when a united organization of retailers forfeits all the privileges of buying direct, insuring to the jobber all the profit that the proprietor feels willing to give, and joins in a request to the proprietor direct that he conduct the distribution of his products on lines laid down by the retailers, and asks nothing in return save one thing:—do not help our enemies."

Full co-operation between the N. W. D. A. and the N. A. R. D. will help the rebate plan and tend to reduce the cutting evil to the lowest possible terms. In what other direction is there any hope of success? The jobber as the first, and the retailer as the final distributer, are bound together by a common interest. Their paths cannot diverge without injury to both.

At a meeting of the Proprietary Association of America, held in New York City June 8th, 1899, it was

"Resolved, That the members of this association are in full sympathy and are ready to co-operate with the National Association of Retail Druggists in their effort to stop the cutting evil and require the jobber to confine his sales to the legitimate channels of trade, refusing all orders from department stores and aggressive cutters; and further suggest as one means for accomplishing this end, that the National Association of Retail Druggists should require their members to discourage the sale of all substitutes for standard proprietary articles in every legitimate way. And further,

"That we require the National Association of Retail Druggists to notify the manufacturer of any jobber who violates his contract in this respect, with a view of removing him from the recognized list of jobbers."

Thus we find that the three national organizations are pledged to co-operation. What is needed is an honest effort upon the part of the individual members to secure the results that are indicated as desirable by the expressions of the associations in their different resolutions. Most of our troubles would be speedily remedied by the creation of such a triple alliance as would be possible if the earnest, honest and friendly co-operation of all the members of the three associations were once secured.

It is the purpose of this report to do full justice to pro-

prietors. There are many of them who try in every way to meet the expressed wishes of the trade. There are a large number who are distributing their goods strictly in accord with the demands set forth at the St. Louis conventions; and in this list are the names of the most important ones. They give no half-hearted support, but their earnest efforts are contributed towards the maintenance of the plan proposed. To them all honor and praise. Their friendly offices are appreciated, and the favor of their support reciprocated. But there are others who promise much and perform nothing; who agree to restrict their sales at best prices to the jobbers' list, and who are constantly ignoring such list. It is from these that supplies at best prices go direct to the individual retailer or to a combination of retailers, and thence by quickest route to the aggressive cutter, who the proprietor knows is his worst enemy.

It is because of such duplicity that "guerrillas" of the wholesale trade are able to secure supplies of many proprietary articles, which they sell at a discount of five per cent, while their honest competitors are obliged by contract to sell at list prices. Such a condition cannot long continue without demoralization, and in the trouble that will follow the disloyal proprietor is not likely to suffer least.

When the jobber and the retailer unite in the same request, and the request is reasonable, it would seem that in the interest of all the proprietor's course would be an easy one.

Those proprietors who are playing fast and loose with their own published terms—who promise to the retailer and the jobber co-operation which they withhold, are now the most serious obstacles in the way of a much desired improvement; and their names should be known to all, as they are known to a few. They are receiving constant and valuable service from the legitimate wholesale and retail druggists of the country, for which they show no appreciation. When caught in a violation of their pledges, they plead ignorance or unintentional disloyalty and promise to do better in the future, only to repeat the same thing.

It is a good principle in business to stand by those who stand by you. Our hearty co-operation should therefore be given to those manufacturers who are true and faithful, and our friendly support, so far as possible, be withdrawn from those who regard nothing but their own mistaken ideas of policy.

Should the day ever come that brings a conviction that there can no longer be any reasonable profit to the large and the small distributer in handling standard advertised proprietary goods, that day will surely be a dark one for the proprietor; and the level-headed proprietor knows this. Such proprietors now stand with us and for us.

In May of this year, a new edition of the Rebate List was printed at a cost of $718.50 for the 3,500 copies which the edition contained. Up to the present time, there has been a total of nearly 3,000 copies distributed, bringing the receipts from sales up to almost $700. Thus we have been reimbursed for nearly the total cost of the entire edition, and still have some 500 books on hand to fill future orders.

In conformity with the resolutions passed by the N. W. D. A. a year ago, the schedules of between forty and fifty proprietors were dropped from the revised Rebate List on account of the goods having only a local demand, so far as the committee could ascertain.

The work of the Proprietary Committee, which devolves upon the secretary, has been done in a most satisfactory manner by Mr. J. E. Toms, and his worthy services are hereby recognized by the chairman of this committee.

Respectfully submitted,
FRANK A. FAXON, Chairman.

President Walbridge—I believe it is usual to send this report to the Board of Control.

Mr. Kline—It is usual, but sometimes we make an exception. I have not consulted with the chairman of the committee, but I take it upon myself to say that it is one of those reports which ought to be considered by the meeting when there is a very full attendance. The attendance is very large now, and if the Board of Control had this report in their hands, as they have had others, and it is practicable to do so, I would like very much if the recommendations connected with the report could be taken up now.

President Walbridge—I do not know, but there is no

doubt but that it can be referred to a committee of the whole by the action of the association to consider it as a committee of the whole.

Mr. Kline—Last year I remember that the report and its recommendations were discussed and considered immediately after its reading. I think it would be well to have that done this year, but I do not wish to make that motion until I find that it is acceptable to the chairman of the Board of Control.

Mr. Walker—It is entirely agreeable to the Board of Control.

Mr. Kline—I move that we proceed at once to consider the recommendations of the Board of Control in connection with this report of the Proprietary Committee if it is ready at this time.

Mr. Faxon—The Board of Control have not had this report in their hands at all. If the members of the Board of Control could retire for a few minutes I have no doubt they could make a report.

Mr. Kline—I move that such a course be taken, and that the Board of Control present its report at twelve o'clock.

Mr. Purcell—I have always thought it would be a great aid to the Board of Control if they could hear the expression of opinion on the part of the members before they made a report. It is competent for us to consider this report before it is referred. The custom of referring it to the Board of Control and then waiting to hear their report before discussing it, is simply a precedent. If the association chooses to discuss it now before it is referred it will be competent for us to do so.

Mr. Eliel—I move that we discuss the report as a committee of the whole.

Mr. Walker—I suggest that the chairman of the Pro-

prietary Committee read the resolutions to this body.

President Walbridge—We will consider the report at this time unless objection is made.

Mr. Faxon—Some resolutions have been drawn up, but I do not think we are quite ready with all the resolutions. It seems to me that this can be discussed now, and I think that the suggestion of Mr. Purcell is pertinent. It seems to me as if the Board of Control should know something about what the members of the association think of this report and its recommendations as a help to them. I know the usual procedure is to refer it to the board before discussing it, but I do believe it would be a good idea to take it up, as has been suggested, and discuss it. We ought to have a full and free discussion. As was said a short time ago, we are apt to pass these things in a perfunctory manner. If there is opposition to any of these reports, let us know what it is. Discussion can certainly do no harm, and I am in favor of a general consideration of this report right now.

Mr. Kline—The recommendations in the report are scattered all the way through it. I take it that if the resolutions are reduced to certain specific resolutions and the committee shall bring them before us in a concrete form the matters can be discussed under either of these resolutions better than in a general way. I hope the recommendations will be prepared in the form of resolutions and brought before us.

Mr. Faxon—Mr. President, I think that if the Board of Control can retire for a few minutes with some of the members of the Proprietary Committee we would have the resolutions here before the body inside of ten minutes.

President Walbridge—If that is the pleasure of the meeting, that can be done, and in the mean time we will proceed with some other matters. If there is no objection

that course will be pursued. We will now proceed with the report of the Committee on Credits and Collections. Mr. A. Cressy Morrison, of New York City, chairman.

Mr. Morrison—Mr. President and Gentlemen: Before reading the report of the Committee on Credits and Collections I wish to make a brief statement. In 1895 Mr. Kline gave birth, as nearly as I can trace its parentage, to the idea of a credit bureau, the idea of this bureau being that the various members would interchange information regarding credits. He recommended that the Committee on Credits and Collections take up this subject and give it fair consideration and report at the next meeting. The Committee on Credits and Collections did so report. But as it found that a credit bureau depended so largely upon co-operation and there were so many difficulties in the way, the Committee on Credits and Collections decided that it was not feasible for the association to carry out this plan. The bureau idea was not considered by the last Committee on Credits and Collections, but Mr. James J. Banbury, representing the Drug Trade Protective Association, brought to the attention of this committee the suggestion that an outside bureau might accomplish the ends which an inside bureau could not. At the request of Mr. Banbury he was presented to Mr. Kline, who gave birth to the idea, and also to Mr. Walker, the chairman of the Board of Control. They considered his ideas worthy of a hearing, and he was granted ten minutes to present his ideas to this association, and with the consent of the president and members he will present a paper after the reading of this report of the Committee on Credits and Collections.

Mr. Morrison then presented the following report:

REPORT OF THE COMMITTEE ON CREDITS AND COLLECTIONS.

Mr. President and Gentlemen:

The credit man is not usually one to laud optimism. He must even repress optimism on the part of the salesman who would induce him to take risks which conservatism would decry. The credit man looking not only at the financial standing of the customer to whom he is asked to extend credit, but giving a backward glance into the detailed workings of the firm whose finances he directs, sees a necessity for conservatism in both instances.

So firmly entrenched is the credit man by the strong per cent of pessimism in his department, that it takes an era of prosperity like the present to make him think that he may sometimes be too conservative. These eras of prosperity which, in a growing country like ours, come with almost unfailing regularity after each era of depression, sometimes lull to rest the anxiety of the past and lead him to take risks, which in less prosperous times would be considered distinctly unsafe. While it is true that the credit man can this year, with less anxiety, extend larger credits, he is wise who will use the same discretion today which has carried his firm safely through the era of dull business which has just preceded. In times of prosperity there seems to be no logical reason why collections should not be more prompt, and while the outstandings may be increased in ratio to the increased volume of business, the easy collections of the retailer from the consumer should enable him to take greater advantage of discounts for cash. The net result should be a radical decrease in the outstandings in ratio to sales.

1898 marked the beginning of the turn in the tide of business affairs which, in striking contrast with the five years preceding, indicated the sure return of this country to its wonted prosperity. The total failures for the year 1898 were 12,266, 18 per cent less than in the year 1897, and 46 per cent less than in the year 1896. The average liabilities per failure were the smallest ever known. The year 1899 began with the most substantial advance in all lines of business. The country showed itself to be

decidedly on the upward trend. There were no indications of reaction. The enormous balance of trade in favor of this country in 1898 as shown by the statistics of imports and exports, bringing to us as it did nearly $600,000,000.00, a large proportion of which went to the primary sources of production, agriculture and mining, worked miracles in discharging farm mortgages and increasing the volume of currency.

The failures among dealers in drugs and paints were less in 1898 than in any other year of the present decade. The liabilities in these failures were $1,826,759.00 against $2,400,000.00 the year preceding, and $3,100,000.00 for 1896.

The prophecy of prosperity, indicated by the rapid improvement of business in 1898, has been fulfilled by the year 1899. The total failures for the first half of 1899 were 4,884. The failures for the second quarter of 1899 were the smallest ever reported in that quarter for the past twenty-five years. The average loss per failure is the smallest ever reported.

The failures among dealers in drugs and paints for the first half year of 1899 were 149 as against 240 for 1898, 256 for 1897, and 267 for 1896. The liabilities for 1899 are only one-half those for 1896, and are 20 per cent less than in 1898.

The demand for goods from the retail dealers which indicates clearly that the public is buying freely and that there is no immediate danger of over-production, is one of the most gratifying signs of the times. The enormous balance of foreign trade in our behalf continues and equal quantities of agricultural products are going abroad (at lower prices, however, than for the year previous). The deficiency, it is gratifying to see, is more than made up by the increased foreign demand for manufactured articles. As an indication of the tremendous business being done in this country, it is only necessary to state that the net receipts of the railroads are the largest ever known. The statistics show an increase of 5.6 per cent over last year, and 10.5 per cent over 1892.

It is one of the most remarkable features of the time that legitimate business of unprecedented volume is attended by so little venturesome speculation. There also seems to be a total absence of the real estate speculation which characterized 1892 and '93. It is because of this unusual showing that the temptation is constantly before every credit man to take greater chances

and relax his vigilance. A word of caution at this point is certainly not amiss.

The most conspicuous feature of the financial situation is the development of that extraordinary aggregation of capital, energy and enterprise typified by the trust. So conspicuous have the great concentrations of capital become during the past two years that it has lead to considerable uneasiness on the part of a large per cent of the population, and this distrust will be undoubtedly crystallized into political platforms before the next presidential election.

The history of business in this country has shown that great business movements, like, for instance, the series of tariff agitations, which ultimately resulted in the election of a low tariff party with strong free trade tendencies, have always lead to hesitancy in business transactions and to ultimate disaster. The aggregation of capital known as a trust is a natural evolution. The principle of the trust is therefore probably fixed on a firm foundation.

That the concentration of energies and the great aggregations of capital have come to stay, there can be no doubt. It is also probably true that many modifications of the present methods of the trust will be effected by the efforts of the political parties.

The country has setteled down to bearing the burden of expense caused by the war and its subsequent responsibilities. The chief danger for the business man today therefore appears to be in the friction of the great parties during the next presidential campaign, and the consequent sharp accentuation of the attack which is to be made upon aggregated capital. There are many who believe that the present administration will be sustained and continued, but whatever our political predilections may be, the credit man who reads the signs of the times must begin, even now, to consider carefully the jeopardies which are certain to result from the turmoil of financial theories in 1900.

Respectfully submitted,

A. CRESSY MORRISON. Chairman.

President Walbridge—Gentlemen, you have heard the report of the Committee on Credits and Collections. If there is no objections it will take the usual course and go

to the Board of Control. It is so ordered.

Mr. Morrison—The Board of Control have granted Mr. Banbury the privilege of the floor for ten minutes, and I request that the privilege be granted to him.

[Mr. Purcell in the chair.]

Chairman Purcell—Gentlemen, we have present with us Mr. James J. Banbury, of New York City, who desires to make some remarks at this meeting on the subject of credits and collections. He has been invited to appear before you by the Board of Control. I have the pleasure, therefore, of introducing to you Mr. James J. Banbury president of the American Drug Trade Protective Association.

Mr. Banbury addressed the meeting as follows:

Mr. President and Gentlemen:

I esteem it a privilege to have been invited by your Board of Control to appear before you and present an outline of the work of the American Drug Trade Protective Association. I shall confine my remarks to the time placed at my disposal.

As long as the present credit system obtains, so long will the problem of how to minimize losses due to the system secure the earnest attention of parties engaged in mercantile pursuits, and so I feel that the subject that I am about to introduce will be of interest to your association.

The credit agency that I represent has for several years been doing business along general lines, with headquarters at New York City. We have frequently heard our clients among manufacturing and wholesale druggists deplore the fact that no credit agency exists for the trade, operating on similar lines to those of other trade organizations, which have proved of so great benefit to those trades in reducing credit losses. We have, therefore, outlined a plan for such a trade credit agency, and have already submitted it to the attention of some of the manufacturing and wholesale drug houses in New York, who have, almost without exception, expressed their indorsement of the general plan, provided that it meets with the support of a sufficient number of houses to insure its success.

This plan provides for the placing at the disposal of the drug trade the mercantile agency for several years managed by Mr. Cornelius S. Loder, and which is fully equipped with a competent and experienced staff and all the paraphernalia necessary to the operation of a successful agency, and to be conducted under the immediate supervision of your Committee on Credits and Collections.

The manager shall receive no salary from the National Wholesale Druggists' Association, but the expenses incident to the running of the agency shall be defrayed from subscriptions and fees paid by those who desire to make use of the agency. It is thought that only by this means can the agency achieve its best success, for its success will depend upon the quality of service rendered rather than upon the measure of care and supervision given it by your Committee on Credits and Collections. At the same time the members of your association would be requested to give the agency their support by placing their business with it, for only by the hearty co-operation of the members of the association can the success of the agency be assured. It is apprehended that little difficulty will be met with in this direction, if the association can give its general indorsement of the plan.

Among the modus operandi of the plan the following would be included, viz: The issuing of a weekly information sheet, furnishing particulars of general credit interest to the trade, obtained from the most reliable sources, and to cover jobbers and retail buyers. It would include occurrences under the following headings:

New Firms, Retired or Withdrawn from Business, Failures, Assignments, Judgments, Judgments Satisfied, Claims Filed, Claims Adjusted, Fires, Real Estate Transfers, Mortgages on Real Estate, Chattel Mortgages, Deaths, and, last, but not least, Information Resulting from Special Reports, which will be explained hereafter.

This list would be a faithful chronicle of what occurrences had already taken place, and would also be an index finger pointing forward to future probabilities. It is true that such a list as this, with the important exception of the item, "Information Resulting from Special Reports," is published by some of the general agencies, but we would remind you that their lists, being compiled for parties in all lines of business, are more

cumbrous, and hence more costly, than what you require; whereas, the list published by your agency would deal only with parties to whom you sell, and hence would supply no more information than is required.

Your agency would, in the next place, furnish special reports to its subscribers, and, in doing so, would not depend so much upon information supplied by its representatives and attorneys, which is the plan pursued by the general agencies, but would, in addition thereto, endeavor to secure a separate report from every member of the trade doing business in a locality where he is likely to have had dealings with the persons inquired about. A retailer's commercial character is written in the books of the wholesalers and jobbers, and by collecting and disseminating information secured from these sources your agency would render you invaluable service, because it would be the very best obtainable.

Information from these sources is now seldom obtainable. A wholesaler is usually reluctant to give information concerning a retailer to his competitors for fear that it may possibly be used to his detriment, but he would willingly supply this information to his own agency, because by its methods the true condition of the retailer, gathered from so many reliable sources, would be revealed through the weekly the plan imperfect, but this, I think, we can confidently affirm, that in all new cases information will be willingly supplied, and after a while the new cases will become the old cases, a beginning along right lines will have been made, additional confidence will be reposed in the agency as time moves on, and before very long the drug trade will have as flourishing and useful a trade agency as the furniture trade, the hardware trade, the crockery trade and many other trades that could be mentioned.

Should the present plan be indorsed, there need be no fear that persons at the office would be able to use information thus obtained for their own individual advantage, for none of them is, either directly or indirectly, interested financially in the drug business. The sources from which information is obtained would never, under any circumstance, be disclosed.

A collection department would be attached to the agency, and worked on approved methods, thus fully equipping it with all the departments necessary for its complete and successful

operation. Collections would be effected with greater ease and with fuller results than by any other plans, because the debtor would fear being reported unfavorably to the trade in the weekly lists.

It has been the experience of some of the other trade organizations that only one general office is needed for the operation of its business. If it were found desirable, though, to establish branch offices in the more distant localities such could be done in the near future. But, in the mean time, we already have over fifty competent commercial lawyers engaged under special contract with us, located in all the principal cities, who could be switched into line. Besides these, we have correspondent attorneys representing us everywhere in the smaller cities and towns.

In conclusion, let me say that it must not be supposed that the adoption of this plan would prevent all loss to the trade.

No plan can be inaugurated, either in this or in any other trade, that will accomplish such a much-to-be-desired result, to long as the present credit system is maintained and the laws protecting debtors remain upon the statute books. But what we do confidently claim is this, that by this plan the losses to the members of the National Wholesale Druggists' Association would be reduced to a far greater extent than through any different system—in other words, losses would be reduced to the irreducible minimum.

Gentlemen, I thank you for your courteous attention.

Chairman Purcell—This paper will be received and referred to the Board of Control.

[President Walbridge in the chair.]

President Walbridge—Mr. Walker will now present the resolutions which have been prepared in connection with the report of the Proprietary Committee.

Mr. Walker—I will read what has been prepared in this connection. In the first place we offer the following:

Resolved, That, as it is as much for the interest of the manufacturer as the jobber, that the contract plan should be con-

tinued, the active interest of both the manufacturer and the jobber should be secured.

President Walbridge—Gentlemen, what action will you take on this resolution? There are a series of four resolutions in this particular connection. Shall we act on them separately or as a whole?

Mr. Kline—I move that the resolutions be taken up seriatim. Carried.

Mr. Noyes—I move the adoption of the resolution just read. Carried.

Mr. Walker—We present the following resolution:

Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

President Walbridge—What action will you take on this resolution?

Mr. Brooks—I move that the resolution be adopted. Carried.

Mr. Walker—The next resolution is as follows:

Resolved, That the chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor, who sells his goods on the contract plan, to such a list.

President Walbridge—What action will you take upon this resolution?

Mr. Myers—I move the adoption of the resolution as read. Carried.

Mr. Walker—The last of this series of resolutions is as follows:

Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported vio-

lations of rebate terms, with power to take such action as may be proper in the premises.

President Walbridge—This resolution should be considered in connection with the amendment to the by-laws for increasing the dues. If you adopt this resolution you will have to adopt the other.

1. Resolved, That, as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

2. Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributers, to whom sales at their largest quantity discount should be restricted.

3. Resolved, That the chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor who sells his goods on the contract plan, to such a list.

4. Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

5. Resolved, That the recommendation made in the report that the rebate on leading proprietary articles be withheld for three months, be favorably recommended for consideration; provided, the other work contemplated by the committee does not result in a more thorough control of rebated articles.

Mr. Kline—I feel that something ought to be said upon this resolution for the information of the members present, because, while we on the committee have discussed it, I think it ought to be fully understood by the members what this means. I think there are many gentlemen present in the room who have not been satisfied recently with the manner in which the rebate terms were observed in certain sections of the country. There are notable instances of that, as we all know, and it is not

necessary to mention the names of cities or localities. I think the committee feels that unless this evil can be corrected the only alternative would be to abandon the whole system. The effort of this Proprietary Committee has always been to suggest practicable means to remedy the evils which confront us. This practical suggestion on this occasion is in the line of taking hold of these localities, getting the evidence, if there is any, and then working on the positive evidence, with a view of correcting the evil. This is the most important resolution submitted in connection with the report. It is the important work before the committee for the coming year; it is the important work before the association for the coming year. If corrections cannot be made in certain sections we all know about, if some members of the wholesale drug trade will not cease their violations of rebate terms we all know about in certain localities, then it goes without saying that the plan itself is decidedly a disadvantage to the other wholesalers, who are trying to observe it.

I, for one, wish to express myself as exceedingly gratified with the practical suggestion which was made by the chairman of the committee for a solution of the difficulty. I came here with a good deal of doubt whether there was anything we could suggest to remedy this trouble, because so much has been tried in the past which does not seem, at least permanently to have the effect we desire should be had. I came to this meeting with considerable doubt whether something could be suggested to reach the trouble. As usual, the chairman of the committee is fruitful in ideas, and he made a suggestion to the committee which is embodied in this resolution, and which I firmly believe will do at least all that can be done to bring about a correction. We all know that in many quarters goods are being sold to parties at

bottom rates who should not have them on such terms. In many cases it is done quietly with the full knowledge of the proprietor that he is doing that which he ought not to do, and in the hope that his action will not be brought to daylight. In other cases, which are much the larger number, of course, sales are made to parties who abuse the privilege under which they are granted this discount, without the knowledge of the proprietor who is making the sale. It should be the practice under this resolution, if it is passed, that such information in all such cases shall be brought to the notice of the parties interested—the man who is accused of having made the violation and the proprietor who has made the sale. It is hoped, as I said at the outset, that this will stop the leaks which have become in many cases so large that the bunghole is rather larger than the cask itself, and at any rate it seems to me that this is one of the things we ought to try, and then I presume the members of this organization, if it proves unsuccessful, to be able at another and future meeting to take care of the matter in another way. I thought the statement should be made, so that the full significance of the plan may be understood by every one present in the room who will be called upon to act upon the resolution.

Mr. Faxon—The trouble with the rebate plan in late years has been that we have had too little power to enforce a penalty. It has been too much like a rope of sand. Now, these gentlemen can all understand, I suppose, that the chairman of this committee is generally a wholesale druggist, who is at the same time a busy man, and who has to be busy with his own affairs and he cannot afford, when there is a disturbance in any section of the country, to leave his own business to go and make a personal investigation. A great many seem to think that this should

be done. Last spring I received a telegram from Oregon —"San Francisco delivering rebate goods in our territory; investigate." I suppose the party who sent that telegram intended that I should take the first train for that distant country and make a personal investigation of the situation, which idea would be perfectly ridiculous. All the chairman can do under the circumstances is to write back: "Investigate the situation, secure facts and report." The chairman will then do all that is possible at that time to correct the trouble.

To make a little personal reference, I will say that last year I visited a number of cities in the interest of this association. I went several times to Chicago, and also to Pittsburg, New York and St. Louis, and, of course, you all know what that means. No chairman can afford to do that. What we need is an iron hand, but we have not got it, and we are simply forced to do the best we can. But you cannot expect to secure the services of any wholesale druggist as chairman of this Proprietary Committee for any length of time unless you place in his hands some money to make his work effective. He gets tired of trying and trying and being disappointed at results. Now, some jobbers might say: "We get along first rate in our section of the country; why should we put up money to cure a trouble in Boston or San Francisco?" Of course the answer to that is very simple. We are all parts of one whole, and if the rebate plan breaks in one section of the country, it is only a question of a few days when it sweeps all over the country, and therefore those that are strong must help the weak, and so I thought over this matter yesterday morning and the idea came to me that there was a way by which this work could be made effective, and that was to give to the chairman of the Proprietary Committee not only an efficient secre-

tary, which always has been given, but also a man who could go to distant parts of the country, if necessary, and make a personal investigation, use all the means necessary to secure the facts and then present them to the proprietor, who says: "If you will give me proof that my terms of sale are being violated, I will apply the penalty by cutting off the offender." That is the position we want to be in, and we have not been in that position.

Last winter I was in bed with the grip, and I was sick, too. While my own people never came near me with any business of the house, my active and interested secretary would come up with telegrams from a certain section of the country, disclosing the lamentable situation there, and I would lie in bed and dictate answers. The chairman of this committee ought not to be expected to do that; he ought to have a lieutenant, to whom he can say: "Go and get the facts, if they can be got, and do all that is possible to cure the situation." That is why we need money, and that is why we must have it, if the work is to be effective. Let us be aggressive for one year and spend a little money; if it costs fifteen or twenty-five cents a day for each member, the cost of a couple of cigars, let us do it. [Applause.]

President Walbridge put the question on the resolution, which was unanimously adopted.

Mr. Walker—The next resolution is as follows:

Resolved, That the recommendation made in the report that the rebate on leading proprietary articles be withheld for three months be favorably recommended for consideration; provided that the other work contemplated by the committee does not result in a more thorough control of rebated articles.

President Walbridge—Gentlemen, you have heard this resolution. What action will you take upon it?

Mr. Hubbard—I move that the resolution be adopted.

Mr. C. W. Whittlesey—I want to make this suggestion: I have not seen it suggested that the offender be placed on the defensive. The great difficulty seems to be to get evidence against the supposed offender. Could not there be some arrangement made by which the proprietors will agree with us that upon a statement by two or three members of this association that there was a reasonable certainty that a particular house had violated the rebate agreement, the house should be deprived of its rebates until they had proved their innocence. This would put the burden of proof where it should be—on the party charged with the offense. I can understand how it is perfectly proper for a judge to charge the jury that if a reasonable doubt exists the defendant is to be acquitted. But if a reasonable certainty exists that a man has violated the rebate agreement, it is reasonable ground on which to place him on the defensive. That would save a lot of detective work, which thus far has seemed to be the great difficulty in the whole trouble.

Mr. Campion—This strikes me as French law, the law under which Dreyfus was unjustly condemned. Every man in this country is innocent until he is proven guilty. This is American law, in accordance with common sense and eternal justice. That is all you can do or have a right to expect.

Mr. Dalley—The recommendation of the committee was made with the proviso that it shall become effective, provided other means fail to make effective the desires of this association. I do not quite understand that, and I do not just see how that is going to help our case or the case of the wholesale druggists. My judgment of the rebate plan and its non-effectiveness for so many years is that there has been something radically wrong in the

working of it, and I believe that you are approaching a point in this resolution where you may secure some benefit. It is desirable that there should be a reasonable profit for the wholesaler, and I think the proprietors have done a great deal toward making possible a profit to him; just the same, as you all admit, there are those who are everywhere giving away their profits, because they think they can do it in a covert way and it will not be discovered, as Mr. Kline has said. My judgment is, and always has been, that if you can provide a plan by which the wholesale druggist's rebate can be withheld for a certain period, and paid to him once in three months it would be a more effective plan than any other that has been devised. But you will have to go a little further, and it is necessary that you should not only provide for withholding the profits for a certain period, definitely understood and stated, but you must also provide some way by which these profits may be entirely withheld under certain conditions. I take it that the conditions are not that I, as a wholesaler, shall simply declare to some one else as a manufacturer, that I have faithfully maintained my terms, or your terms, as a manufacturer, but it is necessary that there should be definite information lodged with a competent committee, who, in their turn, shall determine whether a party has been an aggressor or not; and upon the strength of the statement of that committee shall the rebate be paid to or withheld from the wholesale dealer. Therefore, I would propose to those who are more competent than I to prepare such a plan, that the final lodgment of information shall go to a certain committee, and then before the rebate is paid, at the end of three months, correspondence shall take place between that committee and the manufacturer, and if the committee states that information has been lodged with

them, which has been proven, and facts are known to exist, then, upon the statement of that committee, shall the rebate be withheld. I think it is the only way you can make the plan effective.

Mr. Faxon—Personally I was very much in favor of the adoption of the recommendation which I made in the report without any qualification as it is, because it seemed to me as if it would be effective in the direction in which we are working. It is especially to be commended, because it does not come in contact with any of the anti-trust laws of the state. We do not promise that we will not do such and such things, but before we get the profit we are working for we have to state that we have not done such and such things, and if a jobber makes that statement to a proprietor, and during the three months the chairman of this committee should become possessed of facts which will prove to that proprietor that his terms have been violated, then this request for the quarterly rebate will go into the office about the same time that the information that this man has forfeited his rebate, and I believe, and do believe it is a very important thing. There have been some objections made, but to my mind they are not adequate. I was pleased to find that some of the leading proprietors here, whose judgment we have great confidence in, who are good friends of ours, favored the idea; but the committee finally decided in its wisdom that we might first try this aggressive policy which is now to be undertaken, and as I understand the matter, in case that proves insufficient, then the Proprietary Committee, through its chairman, will approach the different proprietors in some way, either by correspondence or by sending a committee and induce them to adopt this very plan. Of course, it must come

from the proprietors—that is the way in which the matter was finally agreed upon.

Mr. Noyes—I think the last suggestion of Mr. Faxon is a practicable one. Let us try to cure these evils by the measures proposed, and then if they fail it will be quite time to take up the other. There will not be any time gained by hurrying. By this resolution we put power into the hands of the committee to carry out this very idea, and it must be submitted to the proprietors; and in my opinion, it ought to be submitted to every individual member. I am in favor of the resolution as it now stands.

Mr. Weller—Mr. Faxon made my speech in part, but I desire to call attention to the fact that some proprietors seem to find a way of enforcing their contracts. You have noticed, probably, the working of the methods employed by Hiram Walker & Son in controlling the sale of their Canadian Club whisky. I was talking with Mr. Walker a few days ago, and he cited a case which occurred in the South. He stated that he had reason to believe that a certain firm was violating their contracts. They had nothing but circumstantial evidence to judge by, but that was presented by a worthy and reputable house. They threw the burden of proof upon the parties accused. They made a complaint and told them that it had been stated to Hiram Walker & Son that the house in question was violating its contracts, and they had reason to believe it was true, although they had no positive evidence. They asked the gentlemen composing the firm to make an affidavit that this statement was absolutely false. They first agreed that they would make the affidavit, but after considering the matter for several days they concluded they would not dignify the proceedings by any such thing and would not make the affidavit. As

a consequence of this, they were cut off completely and could not get the goods. I believe every case in which a wholesale druggist is suspected of violating the rebate plan of any proprietor should be thoroughly investigated, and the wholesale druggist should be compelled to make an affidavit to the proprietor that he is not violating the contracts. Of course this affidavit would be called for only in such cases where there was a reasonable presumption that they were in the habit of violating the contract. I do not think many houses would make this affidavit, if they were violating the contracts, and there was a strong possibility that the evidence would be brought against them.

Mr. Myers—This is a subject which interests me very much, as it does most of our members, but I want to emphasize one point, we all know that there are tricky proprietors, and we all know there are tricky jobbers; we all know some proprietors have always closed one eye and shipped goods where they ought not to send them, very well knowing that they were going into improper channels, and that they were violating their pledge to the National Wholesale Druggists' Association. Some proprietors we have no trouble with at all, because they do right. Where there is a will there is a way in matters that are right, and if a proprietor wishes to do right he can find a way if he has the will; but we all know that there are some proprietors who repeatedly send goods where they ought not to go, and when they are corresponded with about it, they make a lame excuse. We all know that there are jobbers who constantly, in an underhanded way, violate the contracts. Now we have been endeavoring to hold this contract system together by moral suasion. The time has come to use stronger force, stronger measures. The Proprietary Committee

has not had the funds with which to wage a successful war against these tricky proprietors and jobbers. Our government could not have carried on the war with Spain without ample means with which to enforce its undertakings. Neither can the Proprietary Committee carry on this war against the tricky proprietors and jobbers without ample means with which to take aggressive measures against them. Therefore, we simply propose to support the Proprietary Committee with ample means to enforce the contract system; to oblige proprietors, if we can, to be honest and live up to their contracts, and, if they will not do so, we will strike them off the list. We all know who they are. Let us also smoke out the black sheep in our own ranks. Then if this plan fails, we can adopt, we can try the original rebate plan as now in force by Dr. D. Jayne & Son, withholding the rebate, not only for three months, but for six months, if necessary. Let us this year give the Proprietary Committee full power to use aggressive measures and give it ample ammunition and force with which to do that which we have been trying to do and which we all know ought to be done. I am in favor of the resolution.

President Walbridge put the question on the resolution, which was unanimously adopted.

Mr. Walker—There is another motion in this connection. It is as follows:

We suggest that a vote of thanks be extended to Mr. Faxon for the work he has accomplished in his management of the business of the association entrusted to his care. The thought, time, care and attention he has given to the work, and the labor and self-sacrifice involved, call for the hearty appreciation of every member of the association, whose interests he has so zealously guarded.

Mr. Eliel—Mr. President and Gentlemen: If I am not out of order, I will request just a moment to try to express to you with what feelings of gratification I rise to second and indorse this vote of thanks. [Applause.]

Some of you gentlemen have a realizing sense of the work that is put upon the chairman of this committee, and some of you, who are more fortunate, have not. But those of us who know of the work from the inside, and only such, can speak of and recognize the magnitude of the work done by this grand man. Some years ago in the city of Philadelphia, when you honored me by making me your standard-bearer for the year, it was my pleasure to refer to the then chairman of this committee as a matchless gladiator in the arena of debate; and, gentlemen, I do not withdraw that metaphor for one moment, for we recognize the work done, not only by the present chairman, but also by his predecessors. A temple is not built in one block, but is laid stone by stone; but gentlemen, we present to you today, not a gladiator, but a knight, a spotless knight, a knight above reproach; beyond compare; for in those boundless prairies of the West, nature built him on a magnificent plan in keeping with his environments. Upon a magnificent torso she placed a leonine head, and filled it with brains, which he has put at our disposal. I want to say to you, gentlemen, that the most valuable service that we have done you and have done ourselves since we came to this meeting, was the nearly all night session in which we induced this man to reconsider his determination to retire from this place, and to have him agree to serve us for another year, provided you would indorse his policy and back him in a proper way. I believe in the accomplishment of that work we have saved the rebate plan; and I want to say, in conclusion, Mr. President, that I know I voice the

sentiments of this association, and of its every individual member, when I say that, in comparing him with those who have gone before him, I make this distinction—that while others have compelled us by their forceful methods, their intelligence and their enterprise, to respect them, this man has forced us by the work he has done not only to respect, but to love him. [Applause.]

Mr. Myers—Mr. President and Gentlemen: After the elegant wreath that Brother Eliel has spread upon our chairman's brow, it is hardly possible for me to add a single leaf, but I must say a word. I congratulate this association, I congratulate the proprietors, I congratulate the retailers, I congratulate all of us that we have been so fortunate in having had Mr. Faxon for chairman of the Proprietary Committee for the past two years. [Applause.] I am sure that we are all very grateful to him to know that he is willing to be afflicted for another year. Mr. Faxon has accomplished by his kindly methods, by the impulses of his big heart, by moral suasion, what many of us could not accomplish by any means we possess. The time had come when milder methods were necessary, and in this whole association, I confess, Mr. Chairman, that I do not know of any man that could have brought these qualities to bear in such a successful and dignified manner, in such a magnetic way, as to please all interested in the contract plan—I do not know of any one who could have performed that work as well as Mr. Faxon. [Applause.]

Mr. Main—I move the adoption of the resolutions by a rising vote.

President Walbridge—Mr. Faxon, I have great pleasure in announcing to you that the vote on this resolution of thanks is unanimous.

Mr. Faxon—Mr. President, I will only say what you, as a Missouri man know, that this is a pretty stiff dose. I will only add this morning that I appreciate very warmly these kindly expressions from my friends. They are a recompense for all the effort that I have made to serve them. [Applause.]

Mr. Kline—The motion that I am now to make, which I think it has been customary for me to make in the past years, is one I am sure we will all feel is simply a perfunctory matter. Still I take no less pleasure in putting it into effect through the vote which we may reasonably hope the association will pass. It is customary to elect the chairman of the Proprietary Committee. I therefore nominate Mr. Frank A. Faxon, of Kansas City, Mo., as the chairman of the Proprietary Committee for the ensuing year. [Applause.]

President Walbridge put the motion to a vote and it was unanimously carried.

Mr. Faxon—Mr. President and Gentlemen: I thank you again.

Mr. Weller—If it is in order, Mr. President, I would like to present the report of the Committee on Time and Place of Meeting before we adjourn.

President Walbridge—We will be glad to receive the report.

Mr. Weller then presented the following report:

REPORT OF THE COMMITTEE ON TIME AND PLACE OF MEETING.

Oct. 12th, 1899.

Your committee on time and place beg leave to report that after considering carefully the place suggested for our next an-

nual meeting, we have decided to recommend Chicago as the most available place and would recommend that the time be September 24th to 28th inclusive, at the Auditorium Hotel.

Respectfully submitted.

CHAS. F. WELLER,
THEO F. MEYER.
CHARLES HUBBARD,
CHARLES COOK.

Mr. Weller—In presenting this report on behalf of the committee, I wish to make a few remarks and say that it was our intention to bring clearly to the minds of the members of the association our reasons for placing this meeting at Chicago, without having received any invitations from that great city.

I hardly believe that it is necessary, however; the trade conditions are such that we believe that the interests of all three associations could be better conserved by holding the meeting there, and that is simply our reason for naming Chicago. [Applause.]

On motion the report of the committee was adopted.

President Walbridge—It will be remembered that the election of officers is a special order of business immediately upon assembling at the afternoon session.

Upon motion, adjourned until 2:30 o'clock.

FOURTH SESSION.

Thursday, October 12, 1899.

President Walbridge called the meeting to order at 2:40 p. m.

President Walbridge—The secretary will read the minutes of the morning session.

The secretary read the minutes.

President Walbridge—You have heard the reading of the minutes. If no objection is made they will be approved as read. It is so ordered.

Gentlemen, the special order for this hour is the election of officers.

Mr. Purcell—Mr. President, I want to call attention to the fact that there is no arrangement in the programme for the installation of officers, and as we will have finished our work at the meeting tomorrow morning, and the entertainment concluding with a trolley ride, from which I suppose we will not be able to return before the time that most of us have to leave, it seems to me that we would better make some arrangement to have the installation of officers at that meeting.

President Walbridge—Mr. Purcell, that has been considered. The new officers are generally installed before the banquet, and it has been suggested by some of the members that the installation take place this evening just before the banquet. That would be about half past six. I would recommend that a committee be appointed to take charge of the installation of officers just previous to the banquet.

President Walbridge—The Nominating Committee has presented the name of Mr. Edward C. Frisbie for president. Are you ready to proceed with the election of president? If so a motion that the secretary cast the ballot is in order.

Mr. Taylor—I move, Mr. President, that the secretary cast the ballot of the association for Mr. Frisbie for president. Carried.

Secretary Merriam—I will state to the convention that Mr. Edward C. Frisbie, of Hartford, Conn., has been duly elected president of this association.

President Walbridge—Gentlemen, I do not know but

it would be perfectly in order to vote for this entire list together if you choose to do so; or you might vote on the list of vice-presidents.

Mr. Noyes—I make a motion to that effect, Mr. President, that the secretary cast the ballot of the association for the gentlemen named for vice-presidents of the association. Carried.

President Walbridge—The names are John N. Carey of Indianapolis, first vice-president; W. S. Mersereau of New York, second vice-president; G. G. Minor of Richmond, third vice-president; Charles Cook of Portland, Me.; fourth vice-president; L. A. Lange, Milwaukee, fifth vice-president.

Secretary Merriam—The gentlemen whose names have been read by the president are duly elected vice-presidents of this association.

President Walbridge—The next office is that of the secretary, Mr. A. B. Merriam.

Mr. Weller—I move, Mr. President, that the secretary be elected by acclamation. Carried.

President Walbridge—I am just informed that the secretary at this meeting passes the quarter stake. his twenty-fifth year of service for the association. The next nomination is for the office of treasurer, Mr. Samuel E. Strong of Cleveland.

Mr. Brooks—I move that the secretary be instructed to cast the ballot for Mr. Strong. Carried.

Secretary Merriam—Gentlemen, Mr. Strong is duly elected treasurer of the association for the ensuing year.

President Walbridge—The next election is the Board of Control. Will you vote upon the entire Board of Control at one time?

Several voices—Yes.

President Walbridge—The names are C. F. Shoe-

maker, J. C. Fox, John A. Gilman, F. A. Dicks, David M. Cowan.

All in favor of the secretary casting the ballot for these names for the Board of Control will say aye. Carried.

Secretary Merriam—The gentlemen reported are duly elected members of the Board of Control of the association.

President Walbridge—I think, gentlemen, that completes the election of officers for the coming year, and I think that at some proper time it will be appropriate to name a committee to arrange for the installation of these officers. I will ask Vice-President Taylor to take the chair for a little while.

[Vice-President Taylor in the chair.]

Vice-President Taylor—Gentlemen, the next business in order will be the report of the committee appointed to audit the treasurer's report.

Mr. Hubbard—Mr. President, your committee have examined the vouchers and checked them off and find the report correct. A check is with the papers.

Vice-President Taylor read the report of the committee, as follows:

"Your committee beg to report that they have examined the accounts and vouchers of the treasurer, and have found them correct."

(Signed) CHARLES HUBBARD,
ALLANSON S. BROOKS,
E. D. TAYLOR.

What is your pleasure with the report, gentlemen?

[On motion the report was adopted.]

Vice-President Taylor—The next business in order is the report of the special committee on paris green. Is that committee ready to report?

REPORT OF THE COMMITTEE ON PARIS GREEN.

Mr. President and Gentlemen:

Your committee this year beg to report that at the close of 1898 the paris green manufacturers were visited with a view of ascertaining the prospects for the season of 1899.

With a view of ascertaining as nearly as possible what the average profit was for 1899, your chairman wrote to some of the largest distributors in different sections of the country, and was surprised to find the estimates so widely divergent. The highest estimate given was 3½ cents per pound; the lowest, one cent; the average about two cents. It was a peculiar fact that in some instances the highest estimate and the lowest came from jobbers in identically the same territory. This discrepancy may be accounted for by the fact that some jobbers purchased their entire season's supply when the market first opened, and at a low figure. Your committee are inclined to think, however, that the difference is due to hasty estimates, which were not made up from actual figures.

It was found that the manufacturers were at "swords' points," and while a strong effort was made to harmonize their views, it was utterly impossible to do so.

It therefore became evident that paris green would not be sold upon the rebate plan, and that unless some agreement was entered into amongst the jobbers themselves, the market would be an open one.

Upon communicating with the jobbers of the West and Southwest, it developed that with the exception of one or two, nearly all were in favor of an agreement similar to the one which existed in 1896, and which worked so satisfactorily.

These few jobbers, however, refused absolutely to become parties to such an arrangement, and as a result, your chairman was obliged to issue a notice under date of January 6th, 1899, to the effect that, as some had declined to join this season in an arrangement on paris green, it was probable that the market would be an open one.

As far as the West was concerned, this was the first time in

many years that green had not been sold either upon the rebate plan, or under an agreement amongst the jobbers themselves, and it was a rather interesting problem as to what the result would be in the way of profits.

The majority of jobbers do not keep their books in such a way that it is possible to arrive at the actual profit on any given article without going to a great deal of trouble. There are exceptions to this rule, however, and the estimates given by jobbers who are able to give absolute figures agree substantially in showing that the profit this year on green did not exceed 1½ cents per pound, and in some instances were less than this.

We think that we are safe in assuming that the margin of profit where the market is an open one will approximate one cen tper pound less to the jobber than where green is sold under the rebate. This is due to the fact that it seems difficult, if not impossible, to secure an agreement amongst the jobbers themselves.

If the premises that we have laid down are correct, it is to the interest of this association to use all reasonable efforts to induce the paris green manufacturers to unite in selling green upon the rebate plan, as this difference of a cent a pound brings to the pockets of our members a great many thousand dollars that would otherwise be lost.

We are aware that there are many who argue that paris green is not an article that should be sold upon the rebate plan, as it is an ordinary article of merchandise, and should be handled as such.

This argument is well enough had it not been demonstrated by a great many years of actual practice, that green can be sold under the rebate, and with a largely increased profit to the jobber.

We do not think that this article should be treated as one of an ordinary commercial nature, for several reasons:

First, it is strictly seasonable, and the entire sale is made within a short period of time;

Second, the quantity that the jobber will dispose of is very problematical, one year being no criterion for another. As a result, the jobber very frequently finds that he is obliged to carry over a large stock of green from one season until the next, and the interest on his investment must be added to the cost of the green;

Third, it is a most disagreeable, as well as dangerous, article to handle;

Fourth, the wholesale druggist, while a purveyor of health-producing products, is not in business solely for his own health, and should secure to himself a sure profit wherever it is possible, rather than to take the chances on an uncertain market.

Your committee therefore recommends that the incoming committee use their best efforts to secure the sale of paris green under a rebate for the season 1900.

All of which is respectfully submitted.

ALANSON S. BROOKS,
Chairman, Special Committee on Paris Green.

Vice-President Taylor—Gentlemen, you have heard the report of your Committee on Paris Green. That will go to the Board of Control, as usual.

The next committee is the special committee to take charge of suits brought against members of the N. W. D. A. Mr. Kline, I believe, is chairman. Is he in the room? If Mr. Kline is not here, we will take up the report of the Committee on Fire Insurance, Mr. Daniel Myers of Cleveland.

Mr. Myers—Mr. President and Gentlemen: Possibly you will rejoice at the announcement that I will inflict upon you a very brief report. This is unavoidable, because, having been chairman of the Insurance Committee for three years, I have about exhausted my store of useful and economic ideas in connection with this subject.

REPORT OF THE COMMITTEE ON FIRE INSURANCE.

Mr. President and Gentlemen of the Convention:

Possibly you will all rejoice at the announcement that I will inflict upon you a very brief report. This is unavoidable, because having been chairman of the Insurance Committee for

three years, I have about exhausted my store of useful and economic ideas in connection with this subject.

Agitation must always precede reform. The first insurance question has certainly been thoroughly agitated from all sides, before this association, annually, for many years. Reform has followed, not only reform in rates, but reform in risks. Reform in risks was necessary in order to secure reform in rates. The fire hazard of wholesale drug stock has been greatly reduced during the past few years, and correspondingly, rates have been reduced.

In years past insurance rates on wholesale drug risks were exorbitant throughout the West and South. Rates on similar risks were very much lower in the East. Today quite reasonable rates prevail throughout the West and South whenever the recommendations contained in previous reports have been followed. Several of our members have been good enough to report to your chairman a large saving annually on insurance by reason of the information contained in previous reports.

Without doubt the most important recommendation in previous reports was "equip your risk with automatic sprinklers." This I am warranted in reiterating with emphasis. By so doing you can reduce your insurance rate enough to reimburse entire cost of the automatic sprinklers in a few years. In fact, one of the leading automatic sprinkler companies is willing to put in a complete sprinkler plant and take for pay the saving on insurance for a given number of years. At the expiration of that time the plant would belong to the insured without the payment of a dollar. In the meantime you have had the benefit of double security—security by reason of having your risk protected with automatic sprinklers, and security by reason of insurance.

It cannot be amiss to repeat "eliminate from your stock benzine in barrels and all fluids of that character." Extra hazardous chemicals should be stored in a fire-proof vault or in an area under the sidewalk, separated by fire-proof doors, from the main building.

Put your house in order on the lines suggested—then you will be in a position to demand and command a reasonable rate on your risk. Respectfully submitted,

DANIEL MYERS, Chairman.

Vice-President Taylor—You have heard the report of the Committee on Fire Insurance. If there is no objection it will go to the Board of Control.

The next report, gentlemen, is that of the Committee on Transportation, of which Mr. West is chairman. He is not present. Mr. Walker will read the report.

REPORT OF THE COMMITTEE ON TRANSPORTATION.

Mr. President and Gentlemen:

The vast territory covered by the members of this association makes it very difficult to submit a report on transportation that would be of interest to its individual members, however, there are some items of interest to all, and we shall endeavor to point them out and give you an idea what a closer attention to this branch of our business would mean.

The cost of transportation is a matter of great concern to all, for the reason that it is added to the cost of all goods sold. Having decided upon the profit desired, we naturally ascertain the cost of transportation and add same before distribution begins ;therefore, the cost of all articles shipped increases at every move; and if the goods are sold delivered at a stated profit the gain to the manufacturer or dealer must necessarily vary according to the rate of freight paid.

During the past year the transportation companies of our country have been advancing rates all along the line, and where commodity rates on heavy and cheaper grades of goods have existed they have been withdrawn and class rates applied. Your attention has been called to the increased minimums on car load shipments destined to points covered by the Official and Western Classification from 24,000 to 30,000 lbs. (light and bulky articles excepted).

There are numerous articles handled by the members of this association that should have car load rating in the three principal classifications which are not now provided for, but, your committee have not the time and facilities to consider them in detail; we would suggest, therefore, that a special committee

be employed to examine into these matters and where car load ratings are considered necessary, to petition the Classification Committees for such rating. To give you an idea of the amount of labor required in properly presenting matters of this kind, your attention is called to the action taken by the Proprietary Association of America by its chairman on transportation, Mr. A. H. Beardsley, of Elkhart, Ind., in his efforts to have a revision made on advertising matter, pamphlets, circulars and almanacs.

These articles are used principally to build up and secure trade, and are of no value, except in presenting to the public the merits of the various compounds manufactured and distributed through the members of this association. Therefore, our railroad friends should consent to a reduction in the classification and thus increase their revenue in the transportation of goods sold through the medium of advertising; but so far, Mr. Beardsley failed to convince them of this important factor, notwithstanding he had the combined help of this association through its individual members.

In order to secure concessions on articles classed unreasonably high, we believe that a systematic effort should be made by a special committee, as suggested above. In the matter of unreasonable rates, we find it a more difficult problem than the desired changes in classifications, for the reason above stated the transportation companies are at present advancing rates wherever they can do so without making them prohibitive. The Interstate Commerce Commission have acted upon many propositions during the past year, but without relief to the shipper, they having no power to enforce their findings as the law now stands.

Frequent complaints are made by retailers throughout the country of their inability to purchase goods in certain localities, owing to high rate of freight, and consequently they are required to purchase in nearby cities at greatly advanced prices. These conditions cannot be overcome, except by equalizing the rates, which no doubt is done by many of our members. In the matter of competitive territory the following conclusions were reached by the Interstate Commerce Commission:

"The Chicago Freight Bureau vs. The Louisville, New Albany & Chicago Railway Co., et al.—If railway companies engaged in transportation of traffic from one territory voluntarily

enter into an association with railway companies engaged in the transportation of similar traffic from another territory to a common market, for the purpose, among others, of a mutual adjustment of rates over their respective lines, and in pursuance of this purpose as members of such association agree to and maintain rates over their own lines higher than are reasonable and the relation thus established between the rates from the two territories, respectively, is unjustly prejudicial to the former and unduly preferential to the latter, this is a violation of the first paragraph of Section 3 of the Act to Regulate Commerce, for which, whether or not there be a joint liability under said act of the two systems of carriers, there is at least a several liability on the part of those serving the territory injuriously affected.

Where the reasonableness of rates is in question, comparison thereof may be made, not only with the rates on another line of the same carrier, but also with those on the lines of other and distant carriers; the value of the comparison being dependent in all cases upon the degree of similarity of the circumstances and conditions attending the transportation for which the rates compared are changed.

The influence of water competition via the Atlantic on rail rates from Northeastern cities to Southern territory is not so great, as appears by the proof in these cases, as to account for or justify the difference between the mileage rates from those cities and the mileage rates from Chicago and Cincinnati to such territory under the rates complained of, and the fact of that influence on rates from the former cities cannot be invoked as a justification of rates from the latter, which, after due allowance for such influence as a substantially dissimilar circumstance, still appear on comparison of the two sets of rates to be unduly prefcrential to the former and unjustly discriminative against the latter. In rates from different territories to a common market "relative equality is necessary in the degree of the similarity" of circumstances and conditions attending the transportation in the two cases.

The fact which is made to appear in these cases, that rates on traffic of the numbered classes from Chicago and Cincinnati to Southern territory are made higher than they otherwise would be for the purpose of securing to the lines from Northeastern cities the transportation of that traffic from the territory set apart to them under the Southern Railway and Steamship

Association agreement, itself raises a prima facie presumption of the unreasonableness of those rates.

Each locality competing with others in a common market is entitled to reasonable and just rates at the hands of the carriers serving it and to the benefit of all its natural advantages, and no departure from the rule requiring rates in all cases to be reasonable in themselves can be justified on the ground that it is necessary in order to maintain existing trade relations, or to "protect competing markets," or to "equalize commercial conditions," or to secure to carriers traffic from certain territory assumed to be exclusively theirs.

The division of territory between the Eastern and Western lines, provided for in the Southern Railway and Steamship Association agreement, is without warrant in law and appears to be made for the benefit of the carriers without regard to the interest of shippers in the territory so divided, to whom it is in effect a denial of the privileges of shipping goods or produce to market by the line or route they may prefer.

The "fines" or "penalties" imposed by the provisions of the agreement of the Southern Railway and Steamship Association on members for violation of association rules appear on the face of that agreement to be available as substitutes for payments which would be exacted under a regular pooling system, and the arrangement under which they are imposed is tantamount to a combination, contract, or agreement for the pooling of freights of different and competing railroads, or to divide between them the aggregate or net proceeds of the earnings of such railroads or any portion thereof, which are forbidden by the statute.

The requirement of the agreement of the Southern Railway and Steamship Association that its members apply "full local rates upon all traffic subject to the association agreement coming from or going to" connecting lines which do not maintain association rates, while on the traffic from other connecting lines conforming to such rates full local rates are not applied, is repugnant to that clause of section 3 of the act to regulate commerce which forbids carriers to "discriminate in their rates and charges between connecting lines."

The National Millers' Association are considering a proposition to hold a national convention of all organized commercial bodies to discuss the best means of extending the powers of the

Interstate Commerce Commission, and we beg to quote Senator Cullom, of Illinois, on the subject:

"The National Millers' Association is a most influential organization and a convention held under its auspices is certain to have much weight. I hope they will get together at this convention men representing the great shipping interests of the country and men who have given the transportation conditions such thought that they will be able to make valuable suggestions to Congress for remedial legislation to supply the defects which now unquestionably exist in the law.

"There are two classes among the railroad men of this country; one of them, and it contains strong and forceful men, strenuously maintains that the government has no right to control the business of the railroads, and that legislation which would grant control of rates would be unconstitutional. The other realizes that the railroads are carrying on a business which is vital to the government, and that the time must come when the government will exercise a certain jurisdiction over their methods of conducting that business. The interstate commerce law was the first step in the exercises of the governmental supervision. The Interstate Commerce Commission was created to examine all grievances of shippers against railroad companies and undertake the equitable adjustment of these differences.

"Under the decisions of the courts the commission's recommendations cannot be enforced as the law stands; they only amount to suggestions which the roads may adopt or ignore, as they see fit. Some of the important decisions of the commission aimed at the discrimination in railroad rates have been unheeded, and, in consequence, certain shipping interests have suffered. The exporters of flour have been among those hurt. At the last session of Congress I introduced a bill to correct certain defects in the interstate commerce law, but nothing came of it. I shall introduce it at the coming session and whatever enlightenment the proposed convention can throw upon the subject I will be glad to receive."

We would suggest that a committee be selected to represent this association at the proposed convention.

The semi-annual meeting, Western Classification Committee, will be held in Milwaukee on November 7th, 1899. All applications for changes in that classification must be on file with

chairman prior to October 16th, 1899. If there are any changes desired for which you believe good reasons exist, there is yet time for our members to present their petitions in time to be considered at the coming meeting.

The Western Classification territory includes all territory west of the Mississippi river and Chicago, or more than half of the United States.

In conclusion your committee would recommend the appointment of a permanent Transportation Committee to act jointly with a like committee of other commercial bodies. This committee should be authorized to employ a secretary who has had experience in transportation matters, as the work of such committee would involve a vast amount of labor and correspondence.

Respectfully submitted,

C. H. WEST, Chairman.

Vice-President Taylor—Gentlemen, you have heard the report of your Committee on Transportation. This will also go to the Board of Control, unless there is some objection raised.

The next committee is the Committee on Relation of Local Associations, City and Interstate, Mr. M. C. Peter, chairman. No report.

The next report is that of the special Committee on Commercial Travelers, of which Mr. Theodore F. Meyer is chairman. He is not here, but the report is here. If there is no objection we will have it read.

REPORT OF THE SPECIAL COMMITTEE ON COMMERCIAL TRAVELERS.

Mr. President and Gentlemen:

In order to ascertain the duties of the committee, I have the honor to be appointed a member and chairman of, I had to look backward to the proceedings of our '98 meeting. There I found the following paragraph recording the birth of this committee:

"In accordance with certain remarks made yesterday, with reference to putting traveling agents out on picket duty, or rather as a sort of skirmish line, to look up different matters of interest to the association and report to their various firms, or to the president of the association, as may be thought best, and which matter was referred to the Board of Control, we are now ready to report on same."

Then followed the resolution which gave it life.

What the "certain remarks" referred to above were, I am unable to find, as the minutes of the previous day's meeting give no light on the subject.

As the association has another and regular Committee on Commercial Travelers, I feel confident there will be nothing of interest left for your "special committee" to report upon. At all events, this committee has failed to "put out pickets" to reconnoitre the land, and as a matter of fact acknowledges having felt a delicacy about asking anyone to serve in such capacity, thereby exposing himself to the fire of the enemy.

The scope or range of the regular Committee on Commercial Travelers is certainly broad enough to cover the whole field and no special committee is needed to see that their duty is performed.

We fully realize that it is not criticism but a report that is expected of us, and in the absence of one we are reminded of the small boy's letter to his sister,—"Dear sis: Having nothing else to do I thought I would write you a letter—and now having nothing else to say, I will close."

Respectfully submitted,

THEO. F. MEYER, Chairman.

Vice-President Taylor—This report will be received and printed in the minutes.

The Board of Control is prepared to report on the report of the Committee on Paris Green.

Mr. Walker read the following:

We have heard with pleasure the interesting report of Chairman A. S. Brooks, on this subject. The Board of Control concur in the recommendations of the commit-

tee, and, as suggested by the chairman, we offer the following resolution:

Resolved, That the incoming Committee on Paris Green use their best efforts to secure the sale of paris green under a rebate for the season of 1900.

Vice-President Taylor—Gentlemen, you have heard the report of the Board of Control. What is your pleasure with it?

On motion, the report was adopted.

Vice-President Taylor—The Board of Control also are ready to report on the report of the Committee on Transportation. While we are waiting we will have that also, if there is no objection.

Mr. Walker read the report referred to as follows:

The interesting report of Chairman C. H. West brings forcibly to the consideration of members the important subject in which we are all so vitally interested. Just and fair rates on our shipments are necessary, and the committee having this matter in charge have faithfully protected the interests committed to it. In connection with this report the Board of Control has considered the letter of the secretary of the Millers' National Association, and we offer the following resolution as suggested:

Resolved, That a committee of three be appointed by the president to represent this association at a conference of commercial bodies to be called by the Millers' National Association for consideration of problems of transportation.

Vice-President Taylor—Gentlemen, you have heard the report of the Board of Control. What is your pleasure to do with it?

On motion the report was adopted.

Mr. Walker—The Board of Control would recommend the adoption of the report of Theodore F. Meyer as a whole.

The chair put the question on the adoption of the report as recommended, and it was determined in the affirmative.

Vice-President Taylor—Gentlemen, that finishes all the committees with the exception of the special committee to take charge of suits brought against members of the N. W. D. A. Mr. Kline, I presume, will be in in a few minutes.

Mr. Weller—Mr. President, if there is no further business from the Board of Control, I would like to make a remark or two under the head of miscellaneous matters. Members of this association, a good many of them, at least, especially the ladies who are here in attendance, listened with a great deal of pleasure to the entertainment given by Mr. Polk Miller on Tuesday evening. I have heard a great many favorable comments on the entertainment given, and I believe that a vote of thanks should be tendered Mr. Miller and that he should be invited to attend the next meeting of this association at Chicago and give us a similar entertainment at that time. I make a motion to that effect. Carried.

Vice-President Taylor—Mr. Shoemaker of Philadelphia wishes to make a few remarks, and while we are waiting for Mr. Kline and have no other business before us, we would be very glad to hear from Mr. Shoemaker.

Mr. C. F. Shoemaker—Mr. President and Gentlemen: As a loyal Philadelphian I rather felt that I was called upon to say a few words in regard to the Export Exposition which is going on in Philadelphia, and on behalf of the drug trade of Philadelphia, and likewise on behalf of the whole city of Philadelphia, to invite

each and every one of you to visit the same as long as you are not now very far away. This Export Exposition is not by any means exclusively a Philadelphia production, although it happens to be located there, but really is conceived and conducted for the benefit of the entire United States; and it is for that reason especially that I felt called upon to say these few words in regard to it. This exposition is the result of a movement which was started about three years ago by Dr. William Pepper, one of our most enterprising citizens. The Philadelphia Museum, which was the immediate result of his personal effort, consists of a collection of samples of crude articles of all kinds, from all parts of the globe, which are gathered together, classified and arranged, giving their sources of supply, the estimated production and their cost in the primary markets. Any manufacturer who uses crude material of any kind and seeks information in regard to these products can go to the Philadelphia Museum at any time and receive this information free of charge. This Export Exposition is gotten up to accentuate the work of the Philadelphia museums. The sum of $300,000 was contributed by the national government, $200,000 by the city of Philadelphia and $50,000 by the State of Pennsylvania, for the purpose of constructing permanent buildings, in which will be carried on the future work of the museums, as at present they are occupying temporarily an old building. The exposition, which is now going on, and which has been open for about a month is intended especially to promote export trade. In addition to the money contributed by the national government for the purpose of erecting these buildings, there was likewise contributed the sum of $50,000 for the gathering of samples of all kinds of manufactured goods from abroad. This money has been expended, and the samples have

now been assorted and arranged. The great benefit which it is hoped, and which we all feel sure will accrue in this line, is this—of course large manufacturers, people like Cramps and Baldwins and other very large manufacturers of machinery can afford to send abroad permanent representatives, skilled representatives, and keep them there; but a small manufacturer, one who makes only one or two articles, of course cannot afford to do this, nor can he entrust his goods to a commission merchant with the hope of adequate representation. Under this schedule he can visit this exposition, and if he only makes one article he can see there the exact styles of the articles with which he has to compete—not the articles which he may regularly make, but those which he is obliged to make if he wishes export trade. He likewise is furnished with the price at which this article is sold abroad and the point of delivery. In addition to this work which is being done, they likewise open there today an International Commercial Congress. Under the work of this exposition the attention of every foreign government in the world was called to the enterprise, and they were all invited officially to participate. Every foreign commercial body was likewise invited to send a representative, and over 400 of them have accepted. This congress opens today.

I have thought that this very slight presentation of the work that is thus being sought to be accomplished might interest you, and I am sure that the exposition itself is of the utmost interest to those who are in a position to seek and who desire export business.

Mr. Noyes—Mr. President, I hope to go down to Philadelphia to see that Export Exposition. I received an invitation of a peculiar character, and I think I will refer to it here a moment, for the interest of the members of the association. It sets forth that "This is an exceptional-

ly fine opportunity to visit Philadelphia in the fall, free of railroad fare, to attend the National Export Exposition, etc." If you want to get your fare paid back to you, all that is necessary is to "send a simple statement—blanks furnished on application—of the merchandise purchased while in Philadelphia, giving the exact date to the Merchants' Guide Company, Stephen-Girard Building, Philadelphia, and a check will be sent for railroad fare paid by return of mail." [Laughter.] Below is given the schedule of "total amounts." They have it down to a science. Philadelphia does things in great shape. [Laughter.] "Total amounts required to be purchased on each visit, from one or more firms who have agreed to refund the fare: Merchants within twenty-five miles, total amount to be purchased on any visit, $150; within fifty miles, to be purchased on any one visit, $300, and so on up to 1,000 miles, $5,000." Anybody within a thousand miles of Philadelphia can go there and buy $5,000 worth and get his fare refunded, and there is the other inducement, the Export Exposition, etc., and anywhere in the United States by buying $8,000 worth in Philadelphia. That is a very difficult thing to do, a terrible task to put upon any one; but after all you can have everything paid, no matter where you come from, if you will only buy from two firms and get a certificate. It is signed by two drug firms of Philadelphia. Now, that is a very nice thing. I never have seen things gotten down to a system like that before. What is the use of wasting our time talking about five per cent allowances on rebates? Nobody wants to break up the rebate system but everybody wants to break it just a little. But here is a thing that is a great deal more important. They are giving it to people from Chicago, and a man ought to be paid something that goes down from Chicago and buys goods; he ought to be paid to go down

to Philadelphia and spend any great amount of time there and buy goods there in the drug line; he ought to get something for it. And here it is offered to him. Here is one of the things that is demoralizing business. It has been adopted elsewhere, but this is the first time I have ever seen a real, Life Insurance Company actuary employed to figure out the thing exactly. For instance, if you live within twenty-five miles of Philadelphia, all you have to buy is $150 worth. If you are so unfortunate as to live anywhere else in the United States, a long distance off, you have to buy $8,000 worth in order to get these advantages which Philadelphia offers in connection with the Export Exposition. Now, the wholesaler can go; I don't know whether we can comply with all the conditions, but we can at least see the exposition, and we can go and see our friend Shoemaker and buy of him—I can't buy $8,000, Friend Shoemaker! But won't you let me off on $150? [Laughter.]

Vice-President Taylor—Gentlemen, that is a matter we will not refer to the Board of Control. [Laughter.]

Is there any other business to bring before the meeting?

Mr. Weller—Mr. President, I think the work of our Entertainment Committee at this meeting should receive more than the passing notice that it received this morning. [Laughter.] Some people are inclined to criticise the committee for looking too much after the entertainment of the guests and not enough after business matters connected with the meeting. In my judgment, we have never been more handsomely entertained than we have here. Our business meetings have also been well attended, and the arrangements for holding these meetings have been unexceptionable—just as good here as at any place we have ever visited; and when we take into consideration

the fact that this committee has had to do double work, I think they are entitled to double thanks, and especially Mr. Emerson, as well as his valuable assistants, who have so contributed to our comfort and happiness at this meeting; and I would therefore move that we extend a vote of thanks to the committee for their able and efficient work. Carried.

Mr. Schneider—Mr. President, I want to offer a resolution:

Resolved, That we, the National Wholesale Druggists' Association, do respectfully request Congress to pass a law increasing the rank of pharmacists in the army and the navy to that of a commissioned officer.

I move that it be adopted.

Mr. Weller—I move, Mr. President, that that paper be referred to the Board of Control.

Vice-President Taylor—You offer that as an amendment to the motion that it be adopted?

Mr. Schneider—I asked the President if I should have the Board of Control formulate a resolution, and he said it was not necessary; that I should draft it.

Mr. Weller—Well, your resolution is all right, but in this way it will be referred to the Board of Control for action.

Vice-President Taylor—If there is no objection the resolution will be referred to the Board of Control.

Any other business, gentlemen, to bring before the meeting?

Mr. Clark—It is possibly known to some, if not all, of the members that two of our honored members have suffered a great loss recently in the death of their mothers, our friends Weller, and Faxon—Mr. Weller's mother having passed away a few weeks since; Mr. Faxon's

mother having passed away last week; and I would offer a resolution that we express our sympathy to these two gentlemen in their loss. We know what the loss of a mother is—some of us, at least—and I move that we express the sympathy which we feel for these two fellow members in their bereavement.

The chair put the question on the adoption of the motion, and it was carried unanimously.

Mr. Littell—I have here a report of a special committee, Mr. President, of which Mr. Frisbie was chairman, in regard to a uniform, alphabetical arrangement of price lists of pharmaceutical preparations.

We recommend that a special committee of three be appointed by the incoming president to confer with the manufacturers of pharmaceutical preparations in regard to such revision of their price lists as will make them alphabetically uniform for fluid extracts, pills, tablets, tablet triturates and elixirs.

(Signed.) FRED. L. CARTER.
CHAS. S. LITTELL.

On motion the report of the committee was adopted.

Mr. Sorby—Mr. President, I desire to call your attention to a subject which I think is important to this association. It is in regard to the growing competition on the part of the National Government and other public bodies who are manufacturing certain medicinal articles of commerce and supplying them direct to the consumer, in disregard of the wholesale and the retail drug trade and the manufacturers of the United States. If you will allow me, I will read a resolution that I have prepared for expression of your opinion upon the subject:

"This association views with much concern the present and threatened encroachments of the National Government and public institutions upon the drug and allied trades, and expresses it-

self as strongly opposed to the manufacture and supply of medicinal articles of commerce by such bodies in competition with the trade, and instructs its proper committee to use every effort to deprive such bodies, by suitable legislation, of any power, granted or assumed, whereby they are or may be enabled to so compete with the taxpayers, manufacturers and traders of the country."

I think it was about four years ago—nearly five years ago, when this subject first came up. The first offender, if I may be permitted to use that word, was the United States Department of Agriculture. At that time, nearly five years ago, the department began to manufacture two articles, hardly of commerce at that time, known as tuberculin and mallein—which, however, are largely used at the present time. These preparations, after having passed the experimental stage and become well known as of therapeutic value, were placed on the market by those firms who were engaged in that line of business, and passed through trade channels in the usual way. But unfortunately the business was and still is considerably hampered by the competition, for such it is, of the Department of Agriculture. Next the New York Board of Health began to manufacture diphtheria antitoxin, which is pretty well known at this time, and was known well enough four years ago. Mr. Walker will be able, I hope, to say something on this subject. Efforts have been made to suppress or to stop this competition. The New York Board of Health manufactures diphtheria antitoxin and sells it at what is nothing more or less than cut-rate prices, very much below the price at which it can be made by the ordinary manufacturers, considering the fact that the distributor and the retailer have to make a living profit on the article in question. The next article that was placed on the market by a governing body was steptoco-

cus antitoxin, also by the Board of Health in New York, and they have recently added to their list of preparations which are on the market in competition with manufacturers and traders in that class of preparations, tetanus antitoxin for lockjaw, and also tuberculin and mallein. Another article, which is of more interest to those from the West than to those from the East, is the vaccine virus for the prevention of a certain disease in cattle commonly known as "black leg," technically known as symptomatic anthrax. This has become a very important branch of business in the Department of Agriculture. I have a pamphlet in my possession which has recently been issued by the department, and which I received just before I left Chicago. This pamphlet shows the districts in which this disease prevails and the extent to which this vaccine has been distributed gratis direct to the consumer, in unfair competition with the wholesale and retail drug trade. The extent of this business is much greater than you can possibly conceive, and there is not a single state west of the Mississippi—I might almost say there is hardly a county in any state west of the Mississippi, to which this vaccine has not been sent by the department, representing so much loss of trade in both branches of our business. Encouraged by the work of the Department of Agriculture and other governing bodies, the Kansas Experiment Station and Agricultural College has recently added to its curriculum (?) the manufacture of this vaccine, and I know of my own knowledge that other experiment stations and agricultural colleges intend to embark in the same kind of business. The evil is growing, and it will continue to grow if not properly checked. There are other boards of health, and other public bodies that are already engaged in this class of business. For instance, among others, Cornell University, at Ithaca, N.

Y., and the University of Pennsylvania, at Philadelphia, are making similar preparations; and I know as a matter of fact—it is not published, I think, but I have received the information authoritatively—that the University of Pennsylvania, which is an educational institution and not a manufacturing establishment, distributed free during the last fiscal year 50,000 doses of tuberculin in the State of Pennsylvania alone, representing about $7,500 loss of trade in one preparation in one state. If you multiply that by about a dozen articles and by 48 or 50 states and territories, you will obtain some idea of the volume of business of which the wholesale and retail drug trade and the manufacturers of these preparations are being deprived. We have had considerable correspondence with the de-department on this subject, and the department is naturally managed by competent men, and they have usually been able to find one pretext after another; as soon as one pretext was no longer available another was sought and found, and so the thing has gone on. Shall it continue? Shall it extend? Shall we sit quietly and see our business taken away from us? In a letter I have in my pocket from the Department of Agriculture, and signed by the secretary of the department, Mr. Wilson, he expresses the opinion that it is the duty of the department to adopt such methods as may be necessary to eradicate diseases, and also supply the necessary preparations. Is that as you understand the constitution, and as you understand that your business should be trespassed upon? The exact phraseology is as follows, if I may be allowed to read it—

Vice-President Taylor—I would suggest that as your resolution will be referred to the Board of Control, those papers might be referred with it, and let the board report tomorrow, if that will suit you just as well.

Mr. Sorby—May I read this clause?

Vice-President Taylor—Yes, you can read the clause, certainly.

Mr. Sorby—"It is one of the duties of this department to control and eradicate diseases, and it follows as a necessary consequence that in eradicating a disease it ruins the market for the proprietary preparations which are being sold for the treatment of such disease."

Whether the department could eradicate a disease or not would naturally remain to be seen, but it seems to me that in this vain attempt to eradicate a disease, the department would be much more likely to eradicate the commercial concerns that are manufacturing and supplying these different preparations and, in increasing the scope of its business, eradicate the manufacturer, the wholesaler and the retailer.

Gentlemen, I beg to move this resolution, and I trust that it will receive the support of the association and be favorably reported upon.

Vice-President Taylor—Gentlemen, you have heard the resolution that is offered. If there is no objection it will go to the Board of Control.

Is there any other business to bring before the meeting?

Mr. Walker—Mr. President, I move that a committee be appointed by the chair to arrange for the installation of officers this evening.

Mr. Minor—I was just going to say, Mr. President, that it seems to me the proper committee would be the Committee of Arrangements.

Vice-President Taylor—Yes, generally, but there has been a special committee heretofore, I believe, to take charge of that.

The motion was carried.

Vice-President Taylor—Gentlemen, Mr. Walker is obliged to leave early, and therefore cannot be appointed on that committee. I will appoint Messrs. C. W. Snow, H. C. Clark and W. A. Hover to make arrangements for the installation of the officers at half past six, just about thirty minutes before the banquet.

On motion, adjourned until ten o'clock, Friday morning.

FIFTH SESSION.

Thursday, October 12, 1899.

INSTALLATION OF OFFICERS.

Shortly after 6:30 p. m., the hour fixed for the installation ceremonies, and in the presence of a large company of members and ladies, the ex-president of the association, Mr. Walbridge, welcomed his successor, President-elect Frisbie, to office in the following words:

President Walbridge—I congratulate you upon your election to this office. It is not a slight honor to be the president of the National Wholesale Druggists' Association. It is the highest honor that can be had in our chosen vocation. The duties are not arduous. The work is performed mostly by committees, and if you succeed, sir, in preventing mistakes I think you will have accomplished a service to the association. I know of no one who is more worthy, and to whom I would turn this office over with more assurance of its proper administration. [Applause.]

President-Elect Frisbie—Mr. Chairman, Ladies and Gentlemen, I return to you, sir, my sincere thanks for the very cordial manner in which you have presented me. I also feel grateful to this association, and I am not unmindful of the duties which have been placed upon me and the responsibilities which you have imposed upon me. I also feel that in placing these responsibilities there is a certain share which belongs to you as well as to me. If you will pardon me I will make a personal allusion. Many people have said that your humble servant was very impetuous. Well, I reserve to myself the right, as an individual, to be impetuous; but in assuming the responsibilities of office in any organization with which I have ever been connected, I have endeavored to drop my personal relations and to think and act with great deliberation, and in the interests of the association and of those who have placed me in a position of responsibility. It will be my pleasure, first, to take the vice-presidents that are associated with me, and to form them, if they will permit, into a sort of cabinet. I know that usually the vice-presidents are styled figureheads, but I desire their advice, their assistance, their counsel, and I hope that we shall be so associated that if for any cause any one of them is called to assume responsibilities, they will be thoroughly familiar with the duties.

Now, in regard to my duties to each member of the association—it was early instilled into me that there is no greater love than man's love for man. Man may love woman, as he should; but it is said that man's love for man passes all understanding. If there is anybody on the face of the earth that really loves man and desires love in return from man, it is myself. I hope that I may meet every one of you cordially, call upon you for assistance, and aid, and advice, and I expect to receive it. Then

the honors which come to the association will come to it as a body and each of you have your own portion of it, and I will be perfectly satisfied with the results; and when I have served my year, I hope that you will say, "Well done, good and faithful servant."

Gentlemen, I thank you. [Applause.]

Vice-President Taylor—Mr. President: I take pleasure in presenting to you Mr. John N. Carey, who was elected first vice-president for the ensuing year.

President Walbridge—Mr. Carey, what I said to Mr. Frisbie applies to you. You are the heir-apparent to the kingship of this association, and I am sure it is a proper choice. I have the pleasure of introducing the first vice-president, Mr. Carey.

Mr. Carey—Mr. President, Ladies and Gentlemen: Had I had any idea that the vice-president was to do anything beyond serving as a figurehead, I would not have been here this evening. I assure you that I know of no qualifications that I have for this office unless it be my well-known inability to make a speech on any occasion. Of course, sir, I shall do my best to serve the association in any manner possible. I certainly am very grateful to the members of the association for the great honor conferred upon me. [Applause.]

Vice-President Taylor—Mr. President, permit me to introduce to you Mr. G. G. Minor, duly elected third vice-president of the National Wholesale Druggists' Association for the ensuing year. The second vice-president Mr. W. S. Mersereau, is not here.

Mr. Minor—Mr. President, Ladies and Gentlemen of this association: I had come prepared to make a speech, but one of the members of the committee, who, I am inclined to believe, thinks more of the body than of the mind, informed me that the banquet was about ready,

and begged me to make my remarks short. [Laughter.] I wish to thank the members of the association for the honor they have conferred upon me. I will try to perform the duties of my office as far as in my power lies. I thank you again.

Vice-President Taylor— The fourth vice-president, Mr. Charles Cook, I am unable to find. Mr. L. A. Lange, the fifth vice-president, has left the city.

President Walbridge—Mr. Taylor, will you make their speeches of acceptance for them? [Laughter.]

Vice-President Taylor—The incoming president will do that. I want to introduce to you the old war horse of twenty-five years' service, re-elected secretary for the ensuing year. [Applause.]

President Walbridge—Ladies and Gentlemen: It is with some emotion that I present Mr. Merriam, who has just been elected for the twenty-fifth time the secretary of our association. Once during the past year we feared that he was about to be called to his reward, but his rugged constitution, his temperate habits, caused him to rally from the attack, and we are gratified to have him with us, and to hope that he will continue to be with us for many years to come. Mr. Merriam. [Applause.]

Secretary Merriam—Mr. President, Gentlemen of the Association: I have no speech. I only made a memorandum of the things I wanted to refer to. In accepting this office for another year I am not unmindful of its duties and its honors. With an experience now of twenty-five years behind me, and best of all, with recovered good health, I accept this office, for another year, and shall ask your forbearance of my shortcomings, which will be stimulating to me, as was the assurance of a friend whom I met in St. Paul during a recent severe winter. I said to him: "I feel very much like a young man, but I

am constantly embarrassed by the rapid change of climate, which is changing the color of my beard until now it is almost absolutely white; and I can only account for it by the extreme cold of these winters." [Laughter.] He promptly re-assured me by saying: "Oh, now, don't worry yourself about that; that is all right, for you still have such an abundance of hair on the top of your head that it will take the cold bleach a durned long time to get in its work through that." [Laughter.]

Now there is no use of my attempting to thank you any more. I have done it so often that I can only renew my assurance of my appreciation of this compliment and of my purpose to serve you to the best of my ability. [Applause.]

Vice-President Taylor—Mr. S. E. Strong, who holds on to the money box, is absent. The same applies to Mr. Frank A. Faxon, who has been re-elected chairman of the Proprietary Committee.

Mr. President, I beg leave to introduce to you Mr. C F. Shoemaker, elected chairman of the Board of Control.

President Walbridge—Mr. Shoemaker, the position of chairman of the Board of Control is one of the most responsible positions in our organization, as you well understand. It may be described as the balance-wheel in the National Wholesale Druggists' Association, and we are entirely confident that you will fill the bill to our complete satisfaction. I have pleasure in introducing Mr. Shoemaker, chairman of the Board of Control. [Applause.]

Mr. C. F. Shoemaker—Mr. President, Ladies and Gentlemen: I desire to thank you most heartily and sincerely and to express my appreciation of the compliment conveyed in my election to this important position. I appreciate it the more from the fact that it has only been

during the last four years that I have helped along in my small way the work of this association. Notwithstanding this, I have always felt an appreciation of the value of the association's work, and if I have heretofore had any doubts in regard to this particular matter, the effective work that has been done here on the occasion of this meeting would have solved them. In thinking over business matters it has frequently occurred to me that we are apt often to dwell too much on the past. The past is but a faded flower; the petals are fallen, the perfume is gone. The future is the opening bud from which come increased fragrance and increased beauty. Let us hope then that the sun of prosperity may shine with increased warmth upon us during the year of this incoming administration, and let me assure you of my best efforts and ability in the work of this association. [Applause.]

Vice-President Taylor—Mr. President: I introduce to you Mr. David M. Cowan, member of the Board of Control for the ensuing year.

President Walbridge—The intention was to have these members of the Board of Control recite their pieces in concert [laughter], but when they came to practice they found their voices did not harmonize; so each will speak for himself.

Mr Cowan—Mr. President, Ladies and Gentlemen: I have come here not to make a speech, but to acknowledge the compliment paid me this afternoon in enrolling me as one of the officers of this organization. I will do my best to discharge any work entrusted to me as far as my ability will permit.

The remaining members of the Board of Control being absent, this concluded the installation ceremonies, and an adjournment was taken to the banquet room.

SIXTH SESSION.

Friday, October 13, 1899.

President Walbridge called the meeting to order at 10:35 a. m.

President Walbridge—The first business will be the reading of the minutes of the last session.

Secretary Toms read a synopsis of the business transacted at the last session.

President Walbridge—If there is no objection the minutes will be approved as read.

Mr. Kline—I notice from the minutes just read that an announcement was made yesterday concerning the Philadelphia Export Exposition. I intended to announce this matter to you, but was unavoidably absent, and I am very glad your attention was called to it. I desire just for a moment, particularly, to call your attention to the value, as I think, of the collection of foreign samples which are exhibited there. Some one hundred thousand are in place now and fifty thousand more are to be added within a few days; so that we have there samples collected from all over Europe of merchandise manufactured specially for export to countries with which we may become in competition or are in competition now. In connection with these samples, full information is given as to prices, place of manufacture, to what place exported, and it is really a matter of great interest to our members.

President Walbridge—Gentlemen, there is one item of unfinished business that belongs to my term of office—the appointment of a committee to attend the proposed millers' convention. I will appoint Mr. C. H. West, of

St. Louis, who made the suggestion, and authorize him to select his own associates, if it meets with your approval, and now, gentlemen, I will again thank you for the individual and collective courtesies which I have received from you during my term of office, and I will take my place in the line of ex-presidents—a line of gentlemen who would do honor to any association, a line which would do credit to any people, and again thanking you, I will ask that your new president, Mr. Edward C. Frisbie, of Hartford, Ct., will assume the chair. [Applause.]

President Frisbie—Gentlemen: Like your retiring president I wish to thank you individually and collectively for the kind expressions that have been tendered to me and the promise of support. I hope during the year to be able to have that personal touch and sympathy with you all that will make my success your success, and that we shall divide the honors and pleasures. I would like to have the vice-presidents seated here with me at this table, so that we shall all become familiar with each other. [The vice-presidents took seats at the table.]

I will call for the report of the special committee to take charge of the members against the N. W. D. A., of which Mr. M. N. Kline, of Philadelphia, is chairman.

Mr. Kline—I have no written report, and do not think it is wise to make a written report on this subject. I have no report whatever, further than to say that nothing has come up, and therefore nothing has been done during the year.

President Frisbie—Gentlemen, you have heard the verbal report of Mr. Kline. If there are no objections the report will be received.

Mr. Noyes—Mr. President, may I present the report of the special committee appointed to prepare a testi-

monial to express our regret in the decease of our ex-president, Mr. James S. Burdsal?

President Frisbie—We will be pleased to receive the report.

Mr. Noyes presented the following report:

Your committee, to whom was referred the matter of a testimonial expression regarding the death of our former associate and president, Mr. James S. Burdsal, of Cincinnati, would respectfully report:

That we have heard with sincere regret of his decease, a sad loss not only to his immediate family and circle of friends, but also to the community in which he lived, and at least in his connection with this association and the country at large.

That we desire to put on record our appreciation of the value of his services to our association in its conception, organization and earlier history. In the preparation of its Constitution and By-Laws he was especially prominent, and thus—not without reason—he has been called the "Father of our Association."

His perception of the evils of the drug trade of his time, his faith that the intelligence and integrity of the trade could be enlisted in the effort to remove them, his recognition of the true and living principles which must underlie all permanent and successful developments, all indicate him to have been of clearness of vision and of practical wisdom. He was one who planned well and wrought successfully, not alone for his own interests, but also for the good of others, and we of the National Wholesale Druggists' Association are all his beneficiaries.

Resolved, That this expression of sincere regard and deep regret be placed upon our records and a copy of same be sent to the family of our deceased associate and friend. For the committee.

DANIEL R. NOYES,
THOS. F. MAIN.

President Frisbie—If there is no objection this will be printed in the proceedings. We will now receive the amendment to the constitution proposed by Mr. Faxon.

Mr. Faxon—I will now present the amendment to the

constitution, of which notice was given yesterday morning. It is as follows:

Amend Article X of the Constitution by substituting "fifty dollars" for "twenty-five dollars" in line five of the first paragraph, and "twenty dollars" for "ten dollars" in line four of the second paragraph, so that the article, as amended hereby, will read as follows:

ARTICLE X.

Any firm engaged in the wholesale drug business may, on recommendation of the committee on membership and election by the association, become a member of this association upon subscribing to the Constitution and By-Laws, and payment of ten dollars' initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business, collateral or kindred to the drug business, may be admitted as associate members in the same manner as provided for the admission of active members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

Mr. Faxon—In making this motion, I wish to emphasize my remarks of yesterday. I hope that every member who is present and every member who is not present, will feel as I do—that the increase which is now proposed will still make the amount of dues very small indeed compared with the benefits that accrue from the work of this association. It seems to me as if an organization like this, handling millions and millions of dollars' worth of proprietary goods every year, should consider that anything that could be done toward the maintenance of the rebate plan at so trifling a cost, should be done; that our dues, even at fifty dollars, are small. Similar associations have

higher dues, and most of them, I believe, call for one hundred dollars a year. As it has been stated by the president of an important trade association, he felt that a full treasury had been a mighty factor in the work they had to do. So I hope that all will feel glad to contribute a little more to the further upbuilding and strengthening of this plan, which has done us all so much good in the past, and which will be effective in the future, if we will only do everything possible to do, to make it strong. [Applause.]

Mr. W. D. Faris—I second the motion. I believe in every member of the association having sufficient thought for its welfare to support its movements, and I cheerfully second this amendment.

President Frisbie put the question to vote on this amendment, and it was unanimously carried.

President Frisbie—The next business in order will be reports from the Board of Control.

Mr. Walker—The first business on which we shall report this morning is in relation to the motion offered by Mr. Sorby at the meeting yesterday afternoon. In reference to this matter, our report is as follows:

The Board of Control would respectfully report in relation to the resolution offered by Mr. Sorby, that it would appear that there are some grounds for complaint in this particular, but the Board of Control doubts the expediency of action on our part. Some years ago this matter was brought to the attention of the New York State Legislature and was thoroughly discussed. The doctors at the hearing presented the argument that the article under discussion "Vaccine Virus," should not be considered on a commercial basis. That view prevailed with the Board of Control, and for that reason we recommend that no action be taken on this resolution.

President Frisbie—Gentlemen, what action will you take on this report?

Mr. Kline—I move the adoption of the report. Carried.

Mr. Walker—The Board of Control have considered the report of the Committee on Credits and Collections and would present the following:

The able report of A. Cressy Morrison, chairman of the Committee on Credits and Collections, has, with the papers on the subject contributed by him in the past, given the members of the association much information of value and reference.

The statistics of failures show a most gratifying condition in the business of the wholesale druggists. Mr. Morrison sounds a note of warning for the future, which is recommended to the careful consideration of the members.

President Frisbie—What action will you take upon this report, gentlemen?

Mr. Main—I move that the report be accepted and adopted. Carried.

Mr. Walker—The Board of Control has considered the report of the Committee on Fire Insurance, and presents the following:

The able report of the Committee on Fire Insurance, by Mr. Daniel Myers, chairman, though brief, is to the point, and we recommend the suggestions contained therein.

President Frisbie—Gentlemen, what action will you take upon this report?

Mr. Noyes—I move that the report be adopted. Carried.

Mr. Walker—The report of the Board of Control on the resolution offered by Mr. F. Schneider, is as follows:

In reference to the resolution offered by Mr. Frederick Schneider, in regard to the rank of pharmacists in the army and navy, we think it not a matter for this association to take up, but rather one for the National Association of Retail Druggists, as the positions are filled from their ranks.

President Frisbie—Gentlemen, what action will you take upon this report?

Mr. Kline—I do not know that I quite agree with that recommendation; in fact, I do not agree with it. It is a fact that these pharmacists are recruited from the ranks more particularly of those who might properly be supposed to be members of the National Association of Retail Druggists; but it is a subject in which all connected with pharmaceutical matters are interested, and certainly many of our readers are interested in pharmacy. It is a matter which the American Pharmaceutical Association as many of you are aware, has been laboring with for a number of years. I presume the resolution comes to us simply with a view of asking us to do that in the direction of accomplishing the desire expressed in the resolution presented, which all of us who have looked into the question concede as a just recognition of the status of those in whose interest this legislation is sought, and it seems to me that it would be entirely consistent and proper for us to recommend to our incoming Committee on Legislation that they give such aid as they can in securing the passage of this legislation, and I would move you, Mr. Chairman, that that be the recommendation of this association, instead of the recommendation as made by the Board of Control.

Mr. Noyes—I second the motion. Mr. Kline has made my speech. I think it is a matter in which we can very well express our opinion, and I think it is due to our retail friends that we should do so; and more than that, it

is an interest of our own where any step is taken to elevate the standard and the recognition of the position of pharmacists. I really think it is a matter of some importance, and heartily second the motion of Mr. Kline that we so report.

Mr. Main—I am very glad indeed that Mr. Kline has brought this matter up. Mr. Walker has stated that this belonged to the realm of retail druggists. It may not be generally known that the majority of the dispensers in the army and navy are really not pharmacists. They are men detailed from the ranks to assist in the hospital, and then promoted to be hospital stewards, and then to be dispensers of medicines, the average man who dispenses medicines in the army and navy has no pharmaceutical training. Recently, in the navy, the status of these dispensers has been advanced, and twenty-five apothecaries who are now employed in the United States navy have the rank of warrant officers. I want to state something brought out at a recent meeting of the American Pharmaceutical Association. You well remember the scandals that were commented upon in the newspapers in relation to the medical supplies for the various camps, or rather the want of medical supplies. Shortly after Dr. Nicholas Sen, of Chicago, returned from visiting the camp at Montauk Point, he was called upon by some of the pharmacists in Chicago, who had in charge the matter of attempting to raise the status of pharmacists in the army and navy during the war, and after hearing what they wanted, said: "Gentlemen, I am heartily in favor of this, but, what do you want to begin at the bottom for? You want to begin at the top, and go to the president and say to him that the medical purveying for the army and navy should be in the hands of competent pharmacists. There should be a

pharmacist at the head of the Medical Supplies Department, with the rank of colonel."

The committee went to Washington and saw the President, and he agreed with Dr. Sen, but thought the rank should be that of major. The committee was by him referred to the surgeon general, but when they struck the surgeon general's office they struck a snag, and the present incumbent of the office told them plainly that so long as he retained the position he would heartily oppose any proposition in that line. It does seem to me that there is something in the suggestion of Dr. Sen, and which was acquiesced in by the president, that the purchaser of the supplies should be a man who is trained in the pharmaceutical line. We all know that the average physician is not a judge of drugs and knows nothing about prices or anything of that kind, and I think the passage of the resolution which was offered by Mr. Kline will assist the retail druggists of the country in bringing about a reform which will be for the benefit of the entire medical service in the army and navy.

Mr. Schneider—The statutes of the United States today are unjust to the druggists of the United States. The druggists today have no standing in the army or navy. If a druggist should enlist in the army or navy and should be placed in a regiment of a thousand soldiers, he would have no standing at all, and be nothing but a warranty officer, and hold his position at the option of the colonel of the regiment. He would rank with the men and do everything that was to be done by them. I had a son who was a graduate in pharmacy, who served in the last war. His credentials entitled him to act as a hospital steward. As long as he went to war for the honor of his country he was willing to take the position of hospital steward. He went to Camp Black, and from there to

Chickamauga, thence to Tampa, and thence to Fernandina. I went to Camp Black to see him, and found that he had to mess around with the men and had no standing whatever. The doctors do not pay any attention to the hospital stewards. If this association and others like it were to formulate resolutions and put them before the president of the United States and our respresentatives, and each druggist would impress upon his representative the necessity for passing the law, the pharmacist would get some standing.

Mr. Walker—Mr. President and Gentlemen: I think it is only fair to say in behalf of the Board of Control that they considered the resolution from another point of view from that taken by the gentlemen of the association. The matter came to us in this form—whether or not we could properly suggest to the gentlemen here that we should memorialize Congress for the elevation of the rank of men in the army and navy in which none of our members are directly concerned. The discussion has gone into the merits that lie back of the resolution, in which the Board of Control heartily concurs. We are as much in favor of the elevation of the standard of the pharmacists as any gentleman on this floor. We will, however, adopt the suggestions of Mr. Kline, and we will move the adoption of the resolution as originally offered, which is as follows:

Resolved, That we, the National Wholesale Druggists' Association, do respectfully request Congress to pass a law increasing the rank of the pharmacist in the Army and Navy to that of a commissioned officer.

Mr. Noyes—Does that cover the point? There are many men in the position whom we do not wish to promote. It seems to me the resolution should be limited to registered pharmacists. If it is not in the resolution

it should be put in. They should be graduated and registered pharmacists.

Mr. Kline—My motion was that the subject should be referred with favorable recommendation to the incoming Committee on Legislation, and they should be asked to give such assistance in securing the passage of the law as they could. That does not commit us to any special form of recommendation. If any provision should be inserted as to the pharmacists possessing certain qualifications and being graduates of an accredited school of pharmacy or registered by a pharmaceutical board, that feature, of course, should be provided for. My only object was to interest the incoming Committee on Legislation in the subject, and ask them to give, as coming from our association, such assistance to those having the matter in charge as would secure the passage of a law, providing for the increase of rank, as desired in the resolution.

Mr. Noyes—I move also that we recommend that no one should be appointed to the position of pharmacist in the army or navy, except a graduate of pharmacy.

Mr. Purcell—I think it would be better to adopt Mr. Kline's suggestion and approve of the resolution and ask the Committee on Resolutions to aid in securing the passage of such legislation as is desired in the resolution. We are all in sympathy with the movement, but we do not want to commit ourselves to a course of action or instruct our committee as to a specific course of action. I think Mr. Noyes' suggestion is an excellent one, and that we ought to put ourselves on record as favoring the promotion of competent men only.

Mr. Noyes—I second Mr. Kline's motion to refer the resolution to the Committee on Legislation with the additional instruction that it is the sense of this association

that a provision should be added to the proposed law that only graduated pharmacists shall be appointed to these positions. The president put the question on the amendment of Mr. Kline as amended by Mr. Noyes, which was adopted.

The resolution was then adopted as amended.

Mr. Walker—Mr. J. J. Banbury read a paper before the association in connection with the report of the Committee on Credits and Collections. The Board of Control moves that these written remarks be referred to the incoming Committee on Credits and Collections.

President Frisbie—If there is no objection the report of the Board of Control in this case will be approved, and the remarks will be referred to the incoming Committee on Credits and Collections.

Mr. Walker—I have the pleasure of stating to you now, gentlemen, that all the work of the Board of Control has been completed.

Mr. Purcell—I move that the thanks of this association be tendered to the retiring chairman of the Board of Control for the efficient manner in which he has performed the duties of that office in the past two years.

The motion was carried by a rising vote.

Mr. Walker—Mr. President and Gentlemen: I appreciate very much this action on your part. Whatever I have done to aid the association has been done with a good heart, and for the benefit of us all. If this has met with your approval it is sufficient compensation for anything I have done. [Applause.]

Mr. Kline—I suppose new business is in order, Mr. Chairman. I do not think any vote of thanks has been passed to Colonel Purcell for the able way in which he provided for the speakers at the banquet last night. It

certainly seems to me, without wishing to make any reflections whatever upon Mr. Noyes and myself, who have been speakers on previous occasions, that the speeches last night were especially enjoyable. I think it was one of the most enjoyable occasions I have ever experienced; whether it was having the ladies with us, or the speaking and entertainment, the evening was certainly a very enjoyable one; and as I heard every speaker credit the fact of his being there to Colonel Purcell's efforts, I want to move a vote of thanks to Colonel Purcell for providing so brilliant an array of speakers last night. [Applause.]

The motion was carried unanimously.

Mr. Purcell—I am not averse to taking anything that is offered to me, but I do feel in the presence of these gentlemen who have been long enough associated with me to find me out, that my modesty will not permit me to wear, without some protest, honors which I hardly deserve. I assure you that if there was success in the selection of the speakers it seemed to be an inspiration rather than an effort on my part; for my instructions from the committee, when I was told to provide the speakers, was that I should positively not allow any man who had ever spoken before to make a speech at that banquet, and nobody should be allowed to speak for over ten minutes. I think that was the secret of the success of the banquet.

President Frisbie—We have with us Lieutenant-Governor Woodruff, and I would be glad to extend the courtesies of the floor to him so that we may listen to his remarks if he will favor us.

Mr. Woodruff—I haven't anything at all to say, except—Good-by. I did not wish to go away without saying good-by to our newly elected president, and I am much obliged to him for having afforded me the oppor-

tunity of saying good-by to all of you in wholesale style. [Applause.]

President Frisbie—If there is no further business, a motion to adjourn will be in order.

Mr. Main—I move to adjourn subject to the call of the chair. Adjourned.

THE BANQUET.

The banquet, served in the main dining hall of the International Hotel, was a pronounced success. Covers were laid for over three hundred persons. Clusters of flowers adorned the center of each table, and when Mr. Isaac E. Emerson, chairman of the Committee on Arrangements, who acted as toastmaster, arose to speak, the sight presented was one long to be remembered. At the table with Chairman Emerson sat Lieutenant-Governor Timothy Woodruff, President Frisbie of the National Wholesale Druggists' Association, Hon. T. M. Welch, President V. Mott Pierce of the Proprietary Association, Hon. C. P. Walbridge, retiring president National Wholesale Druggists' Association.

Toastmaster Emerson introduced the speakers in brief but happy remarks. The banquet cards were inclosed in a paper cover, with the inscription in gold letters embossed on the outside of the same, "Shake well before using." The cover of the banquet card was printed from a neatly executed wash drawing, and bore the inscription:

BANQUET
given in honor of the National Wholesale Druggists' Association and Proprietary Association of America at the International Hotel, Niagara Falls, ...October twelfth, 1899...

The menu appeared on the second card, and was as follows:

MENU.

Blue Points.

Celery.

Cream of Chicken.

Sauterne.

Boiled Oregon Salmon Sauce Nonpareil.

Potatoes Hollandaise.

Salted Almonds. Stuffed Olives.

Fillet of Beef a la Bordelaise.

Small Rolls. German String Beans.

Mumm's Extra Dry.

Sweetbreads, Cutlets a la Moderne.

French Peas.

Benedictine Punch.

Clicquot—Yellow Label.

Roasted Grouse, Currant Jelly.

Lettuce and Celery Mayonaisse.

Pomery Sec.

Nesselrode Ice Cream.

Fancy Cakes.

Cheese. Crackers.

Coffee.

Apollinaris. Cigars.

The following is a list of toasts and speakers:

"President of the United States," Lieutenant-Governor Timothy Woodruff.
"The Ladies," Mr. Thomas P. Cook.
"The N. W. D. A.," President C. B. Walbridge.
"The Proprietary Association," President V. Mott Pierce.
"Niagara," Hon. T. V. Welch.
"Looking Forward," Mr. Polk Miller.

At the conclusion of the banquet Toastmaster Emerson called the gathering to order in the following words:

Remarks of the Toastmaster, Mr. Isaac E. Emerson.

Toastmaster Emerson—Mr. President, Ladies and Gentlemen: The hour having arrived for the oratorical feast, we will make a correction of a printer's error on our toast list and follow the time-honored custom of first toasting the President of the United States. [Applause.] The committee in selecting one to respond to this toast has reclaimed one of our "old possessions," one whose interests are largely connected with our own; one whose hospitality and four-in-hand is still fresh in the memories of the ladies who attended the New York meeting; one whom the State of New York honored with one of its highest offices. I have the distinguished honor of presenting Lieut-Gov. Timothy L. Woodruff. [Applause.]

Toast—"President of the United States."

Responded to by Lieut. Gov. Timothy L. Woodruff.

Lieut.-Gov. Woodruff—Mr. President and fellow members of the National Wholesale Druggists' Association, and last, but far from least, the ladies: I had no idea that I was to be projected on this audience at this time of the evening. I had scanned carefully the toast list and

got myself in readiness to spend a couple of hours in listening to others.

Little did I expect to be here tonight. I had a long-standing engagement to deliver an address this evening before the students of Cornell University, and through the mistake of the eminent Albanian druggist, who mislabelled this particular prescription, I marked tomorrow as the day that I was to be here with you. Although I had carefully compounded the dose I intended to administer to the students aforesaid, I was satisfied that congelation and fermentation were so far from imminent that it could be safely laid upon the shelf for future application. I do not know that I will ever be forgiven by my fellow trustees of Cornell University for my failure to be there instead of here tonight. But I felt it my duty to welcome to the State of New York you who hail from all parts of the Union.

After several weeks of exceptionally hard work in the field of business and politics, I had reason to expect to find myself tonight in a debilitated condition. In any other presence than yours I have no doubt my expectation would have been fully realized, but so permeated is this atmosphere by the combined presence of so many great medicinal men, with drug tonics and medicinal stimulants that "Richard is himself again." For ten years I have enjoyed intimate and most agreeable business relations with you all, and I regret that I am not here on this occasion in an active commercial capacity rather than as an honorary guest.

I received the invitation of your association to attend this banquet and respond to the toast, "The President of the United States," from Colonel John B. Purcell, of Richmond, Va., transmitted through the intermediation of Mr. William J. Walker, of Albany, N. Y. Mr. Walker

took particular pains to inform me, although I knew it before, that our friend Mr. Purcell had been a colonel in the Confederate army, and that two years ago, when your association held its great meeting at Richmond, the toast assigned to me tonight had been responded to by an eminent Virginian, and that on the same occasion the toast, "Our Country," had been responded to by General Fitzhugh Lee. It did not require the influence of a Yankee go-between to enlist my interest in an occasion which was to take place within the boundaries of the State of New York under the presiding genius of one who hails from old Virginia. I gladly seize the opportunity to weld the chains of friendship between the commonwealth which was the greatest of the thirteen original states, appropriately called "The Mother of Presidents," and the state which has become the greatest of the forty-five states which now constitute the Union, and is appropriately termed the Imperial Commonwealth. Slowly and surely, marking time with progress and precision, the United States is marching forward to the fulfillment of a mighty destiny, to the harmonious quicksteps of "Yankee Doodle" and "Down in Dixie!" [Applause.]

You, the leading business men of all sections of the United States, devoted as you are to the welfare of your country and deeply interested in the upbuilding of her commerce, are as ready to drink to the toast as I am to respond to the toast which embodies not alone the office that holds the man, but the man who holds the office of President of the United States. [Great applause.]

Not one among us when asked in youth what he wished to be but was taught by his mother to say, "I want to be President of the United States," and yet but four or five in each generation, out of our seventy-five millions of people, can be chosen to occupy the executive

chair of the nation. Nevertheless, there is born and bred in every American citizen the knowledge that his claim to that coveted position is as well founded as that of any other man born on American soil. In what other great nation of the world does this condition exist? Where can be found such perfect equality? Thank God we live in a land where no jeweled crown or golden sceptre is needed to arouse our national pride, and where no throne is maintained at great national expense as the keeper of our consciences or the director of our thoughts and actions. What a blessing it is that when one is elected to the high office of President of the United States by the votes of a majority of all the citizens of this great republic, he assumes its duties and functions untrammeled by councilors and courtiers chosen by the will of others, but is free to conduct the government with a cabinet of his own selection. That old document, so precious to our hearts, the Declaration of Independence, makes declaration that all men are born free and equal, and upon that foundation stone, upon that sentiment, is based our nation's great success. To be a successful ruler of freemen the ruler must himself be free. Consideration of the welfare of all his people must be his dominant ambition. In all the critical moments of our history Providence has vouchsafed to us a Chief Executive possessed of judgment and energy, and the final fearlessness and constancy that achieve victory and bring triumphs worthy of America! [Applause.]

The history of our nation places the administration of George Washington, by reason of its establishment of our republic, above the administrations of those presidents who have succeeded him. And yet how much are we indebted to the administrations of Jefferson, Madison, Monroe, the Adamses, and Jackson, which laid stone

upon stone in the construction of the deep and firm foundation upon which the more recent administrations have founded the superstructure of American prosperity. The civil war, fraught with saddest history, rent for a time asunder the very foundation of the republic, but for a third of a century the North and South have builded upon a restored foundation this mighty nation until we have lived to see the blessed day when the guns once pointed at each other's breasts have been directed by common action against the common enemy in the cause of civilization and humanity. Behold the men of the North and the men of the South standing, as they did but a few days ago, shoulder to shoulder, in the shadow of the nation's capitol on the occasion of the presentation of the nation's gift by the hand of the President of the United States, to him who among the many heroes of the nation, lived to receive from a grateful people the conspicuous honors he so well deserved. [Applause.]

And now that we have passed through the crisis of war, now that the smoke of battle is cleared away, now that our famous warriors have been crowned with laurel wreaths, and our guns have reverberated a welcome to them as well from the South as from the North, what further proof is wanting of the fact that we are once more a reunited nation? What an inspiration it was to contemplate this nation, represented in Havana by the ex-Confederate General Fitzhugh Lee, who uttered the true American sentiment of the hour when he shouted to the Spaniards on leaving Cuba: "Wait till we come back and you'll whistle a different tune!" [Applause.] What a picture to arouse the patriotic enthusiasm of the people —the council of war before the fortifications of Santiago in which among the chief participants was General Shafter of Michigan and General Joe Wheeler of Alabama

—Wheeler, who after the war was over, so courteously presented the President of the United States to his people of the South that we hear the president calling upon the nation to cherish the memory and guard the graves of the Confederate dead.

"No more shall the war-cry sever
Or the winding rivers be red.
They banish our anger forever
When they laurel the graves of our dead."

Oh! that Ulysses S. Grant and Robert E. Lee might have lived through '98—Lee, whose gentleness of character would certainly have aroused in him the greatest sympathy for the oppressed people of Cuba; whose unflinching determination displayed in his long conflict with a powerful adversary would have brought him in complete sympathy with the nation as it sprang to arms to drive Spain from her last foothold on the continent she had discovered, and to supplant with the Stars and Stripes the red and yellow banner that symbolized everywhere the tyranny of that kingdom, and whose manliness so characteristic of his whole career would have been responsive during all the period of that great crisis to the earnest and able efforts of President McKinley. How Grant would have rejoiced at the spectacle now presented of a thorough reunited people—Grant, whose soul took its flight in perfect peace and left its earthly tenement to be magnificently entombed by the patriotic citizens of all sections of a common country to whom he had given the inspired and inspiring benediction, "Let us have peace." [Applause.]

Dissensions may arise hereafter in the great Union family, but as in the case of the proverbial domestic circle, outside interference will only result in closer union be-

tween the states and disaster to all meddling neighbors. The unparalleled spectacle has already been afforded the nations of the world of seeing the bitter enemies of a third of a century ago marching side by side in a war for human liberty and human progress. The sound of strife, the bugle call, the drum, the resonant cannon peal echo no more in the valleys of Dixie nor among the mountains of Pennsylvania. Armed hosts will assemble no more in our country except for one common purpose, defense against external interference and for the protection of one glorious ocean-guarded flag.

No considerations of party policy should prevent us from giving praise where praise is due, but let us rather say: "We join ourselves to no party that does not carry the flag and keep step to the music of the Union." Therefore, as the war with Spain was begun and ended during the administration of the present Chief Executive of the nation, bringing with it two inestimable benefits, friendship between the great English-speaking nations of the world and perfect amity between the people of the North, and the people of the South, no man of you, be he from the North, the South, the East or the West, can withhold his response to the toast in which I shall in a moment ask you to join me, the man who now occupies the office. Let me frame it within this sentiment, the North and the South, the East and the West, now knit together in bonds of fraternal esteem, linked together by the characters and achievements of our military, naval and civic leaders, riveted so as never to be severed as long as we all partake of the character and spirit of those who achieved this great victory for a reunited and indissoluble nation, first and foremost among whom stands William McKinley, the President of the United States. [Great applause.]

Toast—"The Ladies."

Responded to by Mr. T. P. Cook.

Toastmaster Emerson—Before I accepted the position of chairman of the Entertainment Committee I was assured by our worthy retiring president that I would have no speechmaking or talking to do, but to satisfy myself fully upon that point I acknowledge that I looked up two or three of the reports of former meetings to see if the chairman of the Entertainment Committee was not exempt from that duty—for I have two good reasons why I am not a talker or speechmaker. First, my vocation and habits are such that I am not trained on those lines. In the second place, being a married man, I do not often have the opportunity at home. But I have had other duties in connection with the chairmanship of this committee which have been equally embarrassing. At the first meeting of the committee at Old Point Comfort last spring the question of inviting the ladies to participate in the festivities of this banquet was discussed most ably both pro and con. When the vote was put, much to my embarrassment, it was a tie, and there were a lot of married men on the committee, too. It fell upon me to cast the deciding vote, but before deciding the question I asked for time to consider it, as it was quite important, but my committeemen were very anxious for an immediate decision. About that time Chamberlin had served another round of those delicious mint juleps, and in a few minutes I felt that I was competent to decide any question. The result I feel sure you will appreciate and concur in. The toast to "The Ladies" was to be responded to by a gentleman who has disappointed us at the last minute. I will therefore call upon Mr. T. P. Cook, of New York City, to help us out.

Mr. Cook—Mr. Toastmaster, Ladies and Gentlemen: Whatever my regrets may be in common with yours at the enforced absence of Dr. Wadsworth, I am deeply sensible of the compliment you pay, and the privilege you grant, in thus allowing me in the place of such a distinguished orator to respond to this charming toast. [Applause.] And when I look out over this magnificent gathering of my fair countrywomen and chivalric countrymen, I feel proud that I am an American, proud that I live in an age when the time-honored custom of "toasting the ladies" is still in vogue, proud that I dwell in a land where woman's purity is her security, and where upon the slightest sign of danger or of insult every true man would become a knight and a thousand swords flash in her defense. [Applause.]

And why should it not be so? Do we not owe all we may have of tenderness or love to some fair lady, a mother, perhaps, or a wife, or loving sister, whose watchful care and earnest prayers, mild expostulation or cheering praise has done so much to make us men. Aye, if you please, gentlemen. [Applause.] Her face is ever before us a constant monitor guiding our steps and a certain stimulus spurring us on to do and to dare. To others she may grow old, but to us she is ever the same, like a glorious picture mellowed by time and set in an oaken frame. [Applause.]

My friends, history is full of the noble deeds of women—Joan of Arc, Dorothy Dixon, Lucy Stone, Mary Washington, Queen Victoria, Clara Barton, Florence Nightingale, but the noblest of all are those whose names I have not mentioned, those who stand by us through ill-health, through poverty, through success and wealth, and always hopeful and bright and equal to every occasion. [Applause.] My friends, I thank you for your

kind attention. If I have not succeeded in paying a proper tribute to woman, it is no fault of the heart and I trust you will rather attribute it to short notice and a limited vocabulary. But in closing as I see about me the faces of so many men that I know so well, whose homes it has been my privilege to enter, men with hearts of steel and good and true, I think I voice the sentiment of such a company when I say

"So then let us all,
Yes, by that love which all our lives rejoices,
By those dear eyes that speak
To us with love's seraphic voices,
By memories lurking in our hearts,
And all our eyes bedimmin',
We'll drink a health to those we love, and who love us—
The wimmin." (Applause.)

Toast—"The National Wholesale Druggists' Association."

Responded to by Mr. C. P. Walbridge.

Toastmaster Emerson—The third toast is "The National Wholesale Druggists' Association," and I have the honor of presenting the silver-tongued orator, our retiring president, Mr. C. P. Walbridge, of St. Louis." (Applause.)

Mr. Walbridge—Mr. Toastmaster, Ladies and Gentlemen: I have been worrying all the afternoon about this toast, wondering what I could say upon it. My toast is "The National Association." I sometimes wonder whether the work of our association pays, when we remember that twenty-five years have passed since it began, when we remember the time and toil devoted to it by committees; when we remember the sharp, keen, intellectual contests in the meetings, and the conservative, well-

framed resolutions adopted—yet realize how few of these resolutions have ever been executed; when we realize how far below we strike from the ideal which we erected, all of us sometimes ask—does it pay? If this question was to be answered by balance sheets alone, perhaps the reply would not be entirely satisfactory, but balance sheets cannot answer this question. We are not merely merchants; we are not merely proprietors. We are citizens of the republic, citizens of that republic whose domain extends into every zone. Citizens of that republic, whose inhabitants represent every type almost of mankind; all entitled to citizenship, all entitled to the elective franchise, all entitled to their share of control in government affairs. We are citizens of that republic; and if that republic shall be perpetuated, if it shall continue to be the advance guard of human development; if it shall solve wisely and beneficently those mighty problems which have been forced upon it in the past few months, it cannot guard too sacredly the quality of its citizenship. That citizenship must be homogeneous; it must have like ideals; it must have similar tastes; it must have similar expressions; it must have similar hopes, and fears, and aspirations.

If the National Wholesale Druggists' Association has done aught to bring this about, it has paid. Sometimes as I stand in our meetings and hear the hot contests of men from the far South and men from the far North, and when I hear the culture of the East come in contact with the sledgehammer blows of the West, and finally all come together upon a common platform, loyal to a common purpose, then I say in my heart: It does pay; it does pay. As I stand here tonight, in the presence of strength and beauty from every section of our land, face to face with fathers and sons, and mothers and daugh-

ters, from far distant states, in every point of the compass, and witness them in social converse, breaking bread together upon a common plane, then I say in the name of humanity, in the name of American destiny—it has paid; it has paid. [Applause.] Whether the discount be ten per cent. or fifteen per cent.; whether the rebate contracts be kept or violated; if the National Wholesale Druggists' Association has done aught to make the people of America homogeneous; if it has done aught to give virility to that flag [displaying American flag]; if it has done aught to make that the emblem of a common, united and determined people, its work will live when price lists and discounts have passed away forever. [Great applause.]

Remarks of President Edward C. Frisbie.

Toastmaster Emerson—Though not on the regular list of toasts, we will now toast our new president, Mr. E. C. Frisbie, of Hartford, Ct. [Applause.]

President-Elect Frisbie—Mr. Toastmaster, Ladies and Gentlemen: I am laboring under a great disadvantage; first, because I have been preceded by people of such pronounced eloquence; second, because I have not had opportunity for training myself in the line of oratory. At the installation this evening I made some remarks, which, perhaps, were listened to by but few of you, and if those who did listen will permit me to repeat part of them without being bored I shall feel greatly gratified.

I wish to thank the association for the honor which they have bestowed upon me, and in bestowing that honor, you have given responsibility to me. You have also assumed a responsibility. I shall endeavor so to conduct myself that, although people who in the past have known me as an aggressive young man, and one

who has been somewhat fearless in pronouncing his own views,—but while I have done that, I have done it upon my own responsibility. Now, with the responsibility which you have placed upon me I shall seek guidance and wisdom, and govern myself accordingly. I wish all of you to assist and to aid me; and I first wish to call upon the ladies to assist me. I wish the ladies to ask their husbands to assist me, and when I ask for their guidance and counsel, to say that I must have it. I was greatly pleased at the eloquent remarks of Mr. Cook this evening, and they reminded me of a story. The story goes that a number of ladies and gentlemen were in a room, and they were commenting as to what they should do if they should start life over again. One said, "Well, I think that I wouldn't get married until I was thirty-five." Another gave this excuse, and another that, and finally one bright young fellow said, "If I were to live my life over again, I would seek out that same little black-eyed Susan and marry her as quickly as possible." [Applause.] Now, while Mr. Cook was so eloquently speaking of the ladies, to my mind there was no other lady in this whole audience that was so handsome and so cherished as my own sweet wife. [Applause.] And I know that every gentleman in this audience will say the same of his; and you should. And, ladies, I ask you to let that sweet, good husband of yours assist me in making this administration one of the best that ever has been. [Applause.]

The silver tongued orator from the laughing waters of the Northwest this afternoon told of the prairies that were sun-kissed and wind-swept. You, by your election to-day have brought the sledge-hammer blows back to the grand old granite hills of New England. The North, the South and the West, as you of our Con-

vention know, are looking to the East for certain satisfaction. I ask your aid and your assistance to accomplish through you that satisfaction which they ask. Gentlemen, I wish that you will assist me, and, as I said this evening in the other room, if at the end of this administration I can go out of office with you all saying, "Well done, good and faithful servant," I shall feel greatly gratified. [Applause.]

Toast—"The Proprietary Association of America."

Responded to by President V. Mott Pierce.

Toastmaster Emerson—The three words, Proprietor, Pierce and President, the three P.'s, have become very familiar to most of us; and I have the honor of introducing the noble son of a grand old father, Dr. V. Mott Pierce, President of the Proprietary Association of America.

Mr. V. Mott Pierce—Mr. Toastmaster, Ladies and Gentlemen of the National Wholesale Druggists' Association, the National Association of Retail Druggists and the Proprietary Association of America:

A man's blood would be thin, indeed, whose pulse would not throb, when privileged to speak before such an audience as this, representing, as it does, the brains, force and energy, coupled with the refinement and culture of almost every state in the Union.

And I want to congratulate these two associations, in whose history of eighteen years of the one association, and twenty-five years of the other, I dare say there has never been anything so brilliant as this. There may have been times when these tables were covered with more elaborate floral decorations, costlier silver or plate, but never before have we had those beautiful flowers which are indigenous to our country, and in the beauty and cul-

ture of which I believe Amrica holds a monopoly against the whole world—and, of course, I mean our guests, the ladies. [Applause.]

I wish, Mr. Toastmaster, that it was my privilege to speak to this inspiring subject. But, instead, your Entertainment Committee has naturally asked me to respond to the toast of the Proprietary Association of America, and in writing that request, they wrote in a bold hand a postscript—that it must be brief and only about eight minutes long.

Yet my subject is a rather large one. Things in which Americans own a proprietary interest comprehend pretty nearly everything above ground, and as for their limits—well, two years ago when we met in old Virginia, our ground was limited to one continent, but now by God's leave, we are neither limited by the Atlantic on the one side, nor the Pacific on the other. From Manila, in longitude 121 east to San Juan, Porto Rico, in longtitude 66 west, from Point Barrow, Alaska, in latitude 72, to Cuba, in latitude 10—the Stars and Stripes wave over an American people. Neither are we limited as to our proprietary right in climate, for we own everything from a Klondike blizzard to a tropic monsoon, and in speaking to my subject (or away from it), I want to travel abroad like the American spirit which is now encircling the earth. [Great applause.]

So I trust you will pardon me if I seem to digress in bringing to your attention a few historical facts, which, though known to every schoolboy of today, yet to my mind do not lose interest in the telling nor in the repetition. They should have a certain bearing and inspiring influence in our every day life and labors, which I hope to make clear.

The man who alone of all the great men of history

that seems to have risen above selfishness, above prejudice, and above malice, to such heights in the estimation of men that criticism could not hurt his memory; the man who lived not only for this—our country—but for all nations, and for all time, was George Washington. Many of you here no doubt stood, as I have, beneath the spreading arms of that old elm at Cambridge under which George Washington first took command of the American army. It is then that the past rises before us like a dream. A great struggle for national life is about to take place! We see the great multitude—the troops drawn up in line—we hear the sounds of preparation—the music of fife and drum and the clear bugle notes as Washington steps forth and draws his sword for the cause of American freedom and independence. We see them all as they march bravely away under the keen eye of their new commander-in-chief, keeping time to the wild, grand music of war—marching down the streets of old Cambridge—down to the fields of glory, ready to do and to die for their rights, and for God, and their country. We can see that masterful great man—girt with wisdom and grandeur, and quelling doubt and fear in every heart—a more than king! Yet in his veins there ran the warm patriotic blood of the people—sympathetic, sincere and honest. Besides his calm, high bearing, his forceful mien, there was something else in that face which inspired confidence in soldiers and people—a something which told every one that here was the man fit to meet the emergency. How well he accomplished the task undertaken that day is a long story of heavy burdens, of mountainous obstacles in the way—yet all gradually overcome by the terrific will power of one man. He had to face a disciplined force, backed with every military resource that money and power could supply; while his own army was undisciplined—

without arms, ammunition, guns, uniforms or resources. He had to teach Congress, colonial assemblies, governors and officers how to organize and supply his army and their constant needs. If we go with this little army we see them facing the sleet and the cold of that winter night when they crossed the Delaware River through the floating ice, and drove the British and Hessians into mad panic at Trenton and thereby saved the cause of the Revolution. We stand guard with them in the wild storms or under the quiet stars and the pale moonlight at Valley Forge, in the frost and snow, when the roads were marked by the blood from their naked feet, destitute and in rags, without shelter, sitting up all night by the campfires to keep warm, without adequate supplies of any kind —yet the stern will and strong head of their general held them together, put courage in their hearts and brought success out of apparent failure, and victory out of defeat! [Applause.]

As we look back to our history for the influences which made us a free people and an independent nation on the high seas as well as on the land, we see through the deep veil of time a rather small, brown faced, dark haired man—a figure which was in direct contrast to that of Washington—clad in a naval uniform and standing on the deck of his little warship, looking keenly about him. Sometimes his steady gaze fell upon two well trimmed, white ships of the enemy, men-of-war, which were slowly crossing his course ahead of him. With thoughtful vision he surveyed their crowded decks; then his glance fell beneath him at his own motley crew of about three hundred men, half naked, of which a part were Americans, half French soldiers, and the balance the riff-raff of all nations—a crew who before the fight were as mutinous and unwilling to obey orders as could be got

together between decks. As the soft light of the setting sun fell on him his lonely figure stood out in high relief. Seamanship, power and force were in every line of his aggressive face and figure. The compressed lips, the firm mouth and the tightly closed hand all marked the resolute man.

Who was the lonely captain? English novelists have called him a traitor. But the people who made and loved the flag, the Stars and Stripes, which fluttered above his head, told a different tale. He was the admired of Washington, the beloved of Franklin, and no less a person than the man who made us free on the seas—John Paul Jones. A man who rose above every sort of discouragement, by sheer merit, to be the greatest figure in our naval history for nearly a hundred years. His resolution, his bravery, his fascinating personality, brought him the honors of a Chevalier of France, an Admiral of Russia, the friendship of a king, and yet he loved to describe himself simply as "a citizen of the United States."

Was such a man a traitor, a blackguard? No, I think you will agree with me he was not. He was as true a man as ever fought for freedom, and as brave an officer as ever overcame heart-breaking adversity! [Applause.]

It is needless for me to describe the meeting of the "Bonhomme Richard" with her two large and powerful adversaries, nor to tell how the guns of the "Serapis" raked the "Richard" fore and aft, and of the frightful carnage and slaughter, and when the rotten old ship was being beaten to pieces by the more powerful battery of the "Serapis" the indomitable spirit of the captain stood out as he said to his lieutenant, Mr. Stacy: "In another moment we all may be in eternity, but let us do our duty." When the "Richard" was all but sunk and the British captain asked: "Have you struck?" Jones returned the

answer which every American should treasure: "I have not yet begun to fight!" Here was a man of iron, with nerves of steel! On a beaten ship, sinking beneath his feet—other men would have quailed and given up the ship. But he stood by his guns, and the sequel of the story tells who won! Had it not been for that man we would never have seen the day when an American fleet could sweep into oblivion the proud ships of Spain at Santiago and Manila. Had it not been for that man we would never have had that other son of American independence, who, in later times, but with the same indomitable spirit, and a valor no less than that of his predecessor of a hundred years ago; with no hospitable nor sheltering port within thousands of miles, with scanty ammunition, with threatening guns and invisible torpedoes before him, yet never looking back, but facing the issue, ordered "all ahead." In the tropic night he steamed past the forts and then over the mines, and we can almost hear this modern captain say the same words as Paul Jones used, "In another moment we may all be in eternity, but let us do our duty." Such another is our own Admiral George Dewey! [Loud applause.]

And now I come to the real issue. Our toastmaster has graciously permitted me to sail my ship around the Horn, and you may well ask of me, "Where are we at?" But I want to emphasize the indomitable valor, the courageous spirit of the American, past and present, and here, we are all Americans. We have to face almost unsurmountable obstacles. Our ship, with planks which have become rotten in the course of time, with somewhat of a mutinous crew, with pirates tacking across our course, yet here we come together, the sailors of this ship, year after year, and then let the pirates board us, cut us with scimetars sharper than steel, and, almost discouraged,

some of us want to surrender and give up the ship. What is needed is a stiffeneing of the vertebræ, a culling out of the mutinous, and with or without traitors between decks, we want to be all Americans! To remember the strength, loyalty, courage and truthfulness of our own Washington; the indomitable spirit, the unconquerable valor of Captain Paul Jones, and, lastly, but not least, that hero of modern times, who showed the same pluck as the other two at Manila—our own Dewey!

No man, nor company of men, has ever endeavored to carry out an enterprise where many willing hands were needed but has been well nigh appalled at times by the mutinous unwillingness or half-hearted work of some few to concentrate on a thing and do it, or to remain loyal to a cause. But are we all so dead to American manhood that we cannot keep an agreement? Is not our greatest trouble after all the fear that somebody else is getting the prize money, and each fears he may not get his proper share? With some I know it is indifference and unwillingness to cheerfully catch hold and lift!

Our ship was built on the Rebate Plan; our sailors are Proprietors, Retailers and Jobbers. We have a common enemy and a common cause. The black flag has been raised in front of us. Who will volunteer to wipe it off the seas? There is a story told, which is almost as old as some of Chauncey Depew's, for it was told some three hundred years ago in Florence, in ancient Italy, and it is as true now as it was true then. They told the story of fire and water and honor coming together in the world. Fire said, "If I am lost, look where you see smoke rising, for where smoke is there shall you find fire also." Water said, "If I am lost, look where you see green things growing, for where green things grow there is water also."

Honor said, "If I am lost, look not at all, for when honor once is lost it never can be found."

And so let our watchword be "Honor." Let us trust one another. Let us lay away jealous feelings. Let us draw up our line, ragged though they be. We will be loyal to our trust and concentrate our fire with a single object in view, which will put daylight through the pirate ship, and though our own ship be battle scarred, we will teach the enemy that we "have not yet begun the fight!" [Great applause.]

Toast—"The New Niagara."

Responded to by Hon. T. V. Welch.

Toastmaster Emerson—Now comes the toast: "The New Niagara"—new because those of us who visited this beautiful and most wonderful creation of nature a few years ago are glad to know that conditions have altered whereby we can enjoy its magnificence without being robbed, as in the olden days. [Laughter.] We are indebted to no one more than to the distinguished gentleman who will now speak to you, Hon. Thomas V. Welch. [Applause.]

Mr. Welch—Mr. Toastmaster, Ladies and Gentlemen: When I was asked by Mr. Purcell to take part in this very pleasant proceeding I was glad to consent, because I considered it a very high compliment; but I did not expect to have for my neighbor on the left the distinguished and popular lieutenant-governor of the state of New York. I had the good fortune to cross the Atlantic with the governor a few months ago. We had both been over to Ireland to visit our ancestral homes [laughter and applause]—I in the County Mayo, God help us! [laughter] the governor at his fraternal ancestor's home, at Kilkenny [laughter]—his maternal ancestor's home at Blar-

ney. [Laughter.] As you know, we speak of our fatherland and of our mother tongue, and that is where the governor got his blarney. [Prolonged laughter.] He told me that after he kissed the blarney stone he came to the portal of Blarney Castle, where a pretty Irish colleen was selling souvenirs, and he told her that he understood that any man, especially an American, who kissed the blarney stone had the right to kiss every pretty girl in Ireland; and the girl's mother, an elderly lady, looked at him suspiciously, and said: "Begorra, it's beginning to work on you already." [Applause and laughter.] The blarney has been working on the governor ever since. [Laughter.] I think that he went to Ireland for the purpose of brushing up a little in the Irish language in order that he could hold his own with Mr. Hugh McLaughlin in the Borough of Brooklyn. [Laughter.] The governor and I are not Scotch-Irish—that is, Irish that is ashamed of its country—[laughter—]we are the real article [Renewed laughter and applause.]

Lieutenant-Governor Woodruff—I will ask Mr. Welch if that cannot be used by me some time as a campaign document. [Laughter.]

Mr. Welch—Governor, you are at perfect liberty to use that, and to use anything else at Niagara Falls, if you will bring it back when you get through with it. [Laughter.]

I shall never forget the scene when we came into the New York harbor. When we got sight of the sky-scrapers from the harbor, the boys all lined up along the railing and they kissed their hands to them, and they said: "Well, this country is good enough for me. If I ever leave it again may I be kicked from Maine to California;" and the state boat came up to take the governor off, and the delegation reached out their hands and said: "Governor,

come off! Come off, for God's sake. The boys have got into a scrap in Brooklyn and we want you to straighten us out. [Laughter.] Come off, quickly! We are in as bad a condition as the historical cats in your dear old ancestral Kilkenny. There won't be enough of us left to grease a gimlet." [Laughter.] The governor went off down the bay, without waiting for the formality of paying a tribute to Uncle Sam, if I remember rightly. But we can overlook that. For aside from his business, and his politics, and his clerical appearance [laughter] the governor is a capital fellow, a splendid type of American manhood. He is very dear to the hearts of us all here in the state of New York, and he is the candidate and choice of the Empire State for vice-president of the United States. [Applause.]

Ex-President Walbridge—I'll vote for you, Governor.

Mr. Welch—I don't like his politics, but I would be very much tempted to do it myself. [Laughter.] I feel tempted to say, if the ladies will excuse a little profanity: "We love you, Governor, but d—n your politics." [Laughter.] I wish to say that I got my knowledge of the governor's politics from Mr. Purcell. [Laughter.]

I am very glad to have the opportunity of meeting with this remarkable convention—this high joint convention, I suppose we might call it, of the wholesale druggists, and the retail druggists and the proprietary medicine men. There is something very touching about it. [Laughter.] It reminds a layman like myself, who is not initiated, somewhat of a convention of dry goods men, and dressmakers, and milliners—or, to mention a comparison more apropos, perhaps, a convention of doctors, and undertakers, and embalmers [laughter]; or, in fact, of any joint convention where one branch of the business furnishes the raw material for the other. [Laughter.] I

don't mean any reflection upon the doctors, gentlemen. [Laughter.] I think it will be productive of good. It cannot help but be productive of good. It will settle some questions that the popular mind is disturbed about. It has settled one question in my mind, and that is, it has convinced me that drugs are really used in proprietary medicines. [Prolonged laughter.] You know that has been a debated question for a long time, some arguing in the affirmative and others claiming that they were nothing but aqua pura and elixir pro., and "Pillsbury's Best" [Laughter.] A gathering of this kind, comprising so many of the drug men of the country, and medicine men of the country, awakens tender recollections in my mind, recollections of my childhood [laughter]—fond recollections of the mumps, and the measles, and internal and external tribulations, and all kinds and varieties of smells and tastes—none of which make my teeth water, however. But my personal connection with drugs, I will say to you, is confined to my going to my druggist once in a while and asking for an ounce or two of "Christian Endeavor." [Laughter.] I will say to the ladies who may not be initiated that that is a peculiar blend of spirits fermenti—[renewed laughter]—much affected by the Ancient Order of Innocents, of which I am a member.

A short time ago we had an opening of a bridge at Lewiston, a bridge that you have crossed. At present there is an era of good feeling between ourselves and our Canadian neighbors—that is, we are not scrapping just at present; but we don't know when we will be, and we wish to strengthen the bonds between us. So we have built this bridge to unite our side with that of our Canadian neighbors, literally fulfilling the words of the poet,

> "The friends thou hast, and their adoption tried,
> Grapple them to thy heart with hooks of steel."

There I met the first gentleman in the proprietary medicine business that I ever became acquainted with. I served with him in the legislature. And, by the way, governor, don't tell anybody that I served in the legislature. [Laughter.] And he said that he was still in the proprietary medicine business. I believe he told me that he had as many remedies as there were bones in the human body, and he told me confidentially that he owned the electric light plant and the street railway plant, and I believe the waterworks plant in the town where he lived, and I have no doubt, if the truth were known about the gentlemen who are about me here, they own these public utilities in New York and Chicago and St. Louis and Baltimore and Richmond and the other cities from which they come. Why not? Why, of course. They are the people. The medicine men from time immemorial have been the people. [Laughter.] In the days of the Assyrians and the Egyptians, not to talk of the Mohawks and the Oneidas and the Cayugas and the Tuscaroras. "Of such is the kingdom of heaven." [Laughter.] Perhaps it is not generally known that we owe the freedom of Niagara to the medicine men. A few years ago these green banks here that you walk upon to see the rapids and the islands and the beauties of Niagara today, were covered with buildings, with mills and foundries and factories and stables and ice houses and laundries and bath houses and fences and sheds—an indiscriminate ramshackle collection of buildings in various stages of decay. This was the paradise of the medicine man. On every building and on every fence and on every shed, on every tree and rock, he left his handwriting. It was the opportunity for his industry, for his ambition, for his genius. And so evident had he become in this locality, and so much had he become the owner and the possessor of it,

that the people of our state arose with great enthusiasm and said to the medicine men: "Gentlemen, you have done your duty—your full duty. We will excuse you now." [Laughter.] They ceded their rights to Niagara to the state of New York, and so we hail you, gentlemen of the craft, as the saviors of Niagara. We owe it to your genius that the people did rise with such enthusiasm to save Niagara. [Laughter.]

The state of New York did the crowning act in its history for the gratification of a sentiment, for the love of natural scenery, for "nature never did betray the heart that loved her," gave of its wealth and of its treasure to make Niagara free to all the world for all time to come, that it might be a resort of the people of the world for all time here to worship at this great temple of nature, and our Canadian friends have followed our example, so that now on both banks of the river we can commune with this great spectacle, without money and without price. Clasping hands across, the government of Ontario and the government of the state of New York have accomplished this, and when we look at this great spectacle and at the waters in the gorge below, as you have, we can say:

"Oh, may the waves that madden in thy deep
There spend their rage, nor climb the encircling steep;
And 'til the conflict of thy surges cease
The nations on thy banks repose in peace."

We are competitors with you in the healing art. That may seem strange. But the custodians of Niagara take the snow of the American fall, the green of the Horseshoe, the balsam of the fir, the green of the hemlock, the crimson of the grape, the sumach and the bitter-sweet, the colors of the rainbow and the incense of the spray, and they infuse into them the electric current of Niagara and

make an elixir of life, not for bodily ills, but to "minister to a mind diseased."

> "Pluck from the bosom rooted sorrow,
> Raze out the written troubles of the brain,
> And with some sweet oblivious antidote
> Purge the stuffed bosom of that perilous stuff
> That weighs upon the heart."

No one appreciates this more than the busy men I see before me who have left their homes in the crowded cities for a few days' vacation here upon the bank of the Niagara, or than the ladies who have had the opportunity of seeing Niagara in its October glory. Oh, ye are fortunate to see it in its October glory!

> "When Autumn has hung her banners in the sky,
> In the mellow, ripe, peaceful, heavenly days
> Of the declining year."

To wander on Goat Island to lose yourself in the forest, "where rolls the Oregon and hears no sound save its own dashings," to hear through the leafy isles of the forest the murmur of the rapids, the roar of the falls, to go, as you have gone, through the gorge of the Niagara, where, at this season of the year, the hand of the Creator has stretched out his tapestry in endless perfection, to go where—

> "The chiding billows seem to pelt the clouds"—
> "I know a cliff whose high and bending head
> Looks fearfully down in the confined deep."

If Shakespeare were gifted with prophecy we would say that he had that in mind when he penned those words —to pass over the bridge at Lewiston, as you have, and to see the rapids on one hand and the calm, peaceful lower Niagara falling gently down to rest in the bosom of Lake Ontario, to pass over the historic ground of Queenston

Heights, at the foot of Brock's monument, whose fame—although he was against us in the fight, still whose honest fame goes on forever, like the river at his feet—to stand here at the brink of the American fall, where Father Hennepin first saw, as he tells us, "a vast and prodigious cadence of water, falling down after a manner so surprising that the world does not afford its parallel"—or go to the Horseshoe Falls and say with Dickens: "It was not until I stood upon Table Rock and looked, great heaven, upon what a fall of bright green water, that it came upon me in its full height and majesty. Then, when I realized how near to my Creator I was standing, the first impression, and the enduring one—instant, lasting—was peace—peace of mind, tranquility, calm recollections of the dead, great thoughts of rest and eternal happiness; nothing of gloom or terror—Niagara was at once stamped upon my heart, an image of beauty, to remain there, changeless and indelible, until its pulses ceased to beat forever." [Applause.]

This is what has brought you, ladies and gentlemen, from your homes in the North, and in the South, and in the East, and the West, to Niagara, to worship at this temple. I am glad to see so many ladies of our land grace this banquet room here tonight. "The hand that rocks the cradle is the hand that rules the world;" and in this knightly age we are proud to honor the tender hand that rules the world by such gentle means, and, bowing down reverently, we salute it. "A thing of beauty is a joy forever"—and whether it be the womanhood of our land or the beauty of Niagara, "its loveliness increases—it never can pass into nothingness—it still doth keep a bower quiet for us and a sleep full of sweet dreams, in health, in quiet breathing." Such, ladies and gentlemen, is the

message of Niagara to the heart of man. So let it sink into it—

> "While the rapids tumble down,
> And the islands are in view,
> And rainbows bend in splendor to the shore."

[Prolonged applause.]

Remarks of Mr. Henry H. Lyman, of Montreal.

Toastmaster Emerson—Inasmuch as our interests are so closely identified with those of Canada, we congratulate ourselves upon the recent and unexpected arrival of one of Canada's wholesale druggists. I have the honor to present Mr. Henry Herbert Lyman, of Montreal.

Mr. Lyman—Ladies and Gentlemen: I think that, after the flood of eloquence and humor to which you have listened this evening, it is rather too bad that I, who have come here wholly unprepared to make any address should have been called upon. I have been traveling all afternoon in the endeavor to get here to take part on this occasion, the first time that I have ever had the opportunity of doing so; and, in spite of excessive detention and delays, I have prevailed. But had I known that there was the slightest chance of my being called upon to address so brilliant a gathering, I am afraid my courage would have evaporated and that I should have taken up a strategic position upon the opposite side of the river. I come from the other side of what is sometimes called an imaginary line, but when one comes to that line and is turned out of one's train to pass one's luggage, and finds that during that necessary operation the train upon which one has placed one's hand packages has gone off and left one behind, the thoughts that arise in one's mind over the character of that line are, I am afraid, not such as should

be uttered in this assembly. [Laughter.] Perhaps, on account of the so-called imaginary nature of the line, we sometimes take up different ideas as to where we should imagine that line. [Laughter.] But, ladies and gentlemen, we are a people living closely together; we are of a common ancestry, speaking the same language, reading the same literature, and surely there should be no insurmountable difficulties in settling any questions that may arise between the two countries. And I sometimes think that if these questions could be taken out of the hands of the politicians on both sides of the line and confined to a committee representing the hard-headed, level-headed business men of the two countries, particularly the highly intelligent men who are engaged in the drug business, there should be no difficulty in coming to a settlement that would be satisfactory to all parties concerned. [Applause.] I address these few words to you, as I am one in a very small minority here, though not quite the only one, as I see a fellow-representative from Montreal in another part of the room, but I trust that the highly satisfactory feelings of mutual esteem and good will that are now existing between these two branches of the Anglo-Saxon race may never be disturbed, that they may always go on, to bear still better fruit in the future, and that every possible difficulty that may arise may be satisfactorily settled without any serious consequences.

I thank you, Mr. Toastmaster, for the privilege you have accorded me of addressing this gathering, though I regret that I have not been able to make any preparation. I will not detain you any longer at this late hour of the evening. [Applause.]

Toast—"Looking Forward."

Responded to by Mr. Polk Miller.

Toastmaster Emerson—Mr. Morey, who was to respond to the toast "Looking Forward," has been unable to get here but I have been told that there is a prince of entertainers in the banquet hall tonight—Col. Polk Miller, of Culpepper. [Applause.]

Mr. Miller—Mr. Toastmaster, I want to correct you. I am not a colonel, sir. I believe I am the only man who represents, in this gathering tonight, the privates in the Confederate army. [Laughter.] I think, under the circumstances, it would have been much more appropriate for you to have called on a real colonel to have responded to that toast. However, I want to say that this is the first time I have ever met with the National Wholesale Druggists' Association, and I feel highly honored at being invited to come to the meeting which I understand is the first in which you have admitted ladies to the banquet. [Applause.] I have no doubt the crusty old bachelors will say that they are a precipitate, but no one knows the value of precipitates better than we do. We believe that they are elixirs. Instead of asking me to respond to the toast "Looking Forward," if you had said "Looking Backward," I think I could have acquitted myself more creditably, sir, [laughter], because we can see a good deal farther behind us than we can ahead of us. [Laughter.] I look back with pleasure to the time when I was a boy, or a young man, when my correspondence used to be with a class of men whose reputations in this country were excelled by none—John McKesson, Daniel Robbins, Hall & Rucke, Demas Barnes, men of that kind; but I think the men who have come after them will, if they have not already done so, sustain the reputation of those gentle-

men—will show their hands and prove the equals of any who have gone ahead of us. [Applause.] I felt very proud tonight to hear from the Lieutenant-Governor of your state the beautiful tribute paid to Old Virginia. As a Virginian I want to say that for the first twenty-one years of my life I was a Virginian. I used to think that the United States was in Virginia, I was raised with that idea. But for the last thirty-five years I have been an American citizen. [Applause.] I have next to me tonight, resting against my heart the most beautiful flag that the breezes of heaven ever fanned. [Displays the Stars and Stripes amid great applause.] I want to tell you a little thing, speaking about the ladies. In 1864 I belonged to artillery, and when General Grant was sending troops from Petersburg to Washington to reinforce that city my battery was sent down on the James River about forty miles inside of the lines, and we were concealed on the banks of the James with orders to fire upon transports that were laden with troops going to Washington. The river at that point was only about 600 yards wide. We had our guns ready, and in a little while a ship laden with men, soldiers and officers, came down that stream. We saw it for miles before it reached us, and this beautiful flag was flying from the masthead of the vessel. We had our guns loaded and ready to fire upon it. It came within 300 yards of us. Col. Thomas H. Carter, of Virginia, one of the most gallant men that Virginia ever produced, was in command of this artillery, and he came up just as we were about to fire. We had the laniards ready. He said, "Hold on! Don't fire at that vessel!" The Captain said, "Why, Colonel?" "There are ladies out there with those officers on board." [Applause.] The Captain said: "My God, Colonel, are you going to lose a chance to capture so rich a prize on account of a few women?" He said,

"Yes, sir." "Why," said the Captain, "there are 1,200 men on that boat." "Yes," replied the Colonel. "But there is certainly one woman on it." [Applause.] And the men on that boat will never know the danger to which they were exposed, and Col. Thomas H. Carter should be remembered by the women of the United States for his gallantry on that occasion. [Applause.] I want to say that that flag, which we were once firing at in the South, today is as much loved by the people of the South as it was ever loved by the people of Virginia in the days of George Washington, Patrick Henry and Thomas Jefferson. [Prolonged applause.] And I want to say another thing, that there may be a few men in the South, and a few in the North, with whom the embers of hate still exist —but I want to tell you a little story about them. [Laughter.] Down in my country, on the James River, there was a very wealthy old lady who had a negro man for a butler. She had a big dining at her house one day, and she ordered among other things some diamond-back terrapin for dinner. When the dinner was brought on the table this negro man had everything but the terrapins, and she asked him why he didn't have the terrapins. "Why," he said, "missus, I carried dem terrapins out yonder and I cut their heads off and lain dem down on the groun', and I went in de house to git some hot water to scald them, and, lo! and behold, when I come back the terrapins done crawled off." "Why," she says, "didn't they die?" "Oh, yes, dey's ez daid as the divil, but they ain't found it out." [Laughter and applause.]

Your toastmaster comes from a section of the South which is known as the "tar heel" country [laughter], and I want to tell you a little thing that happened to me down there some time ago. I want to say that some of the most beautiful extemporaneous speeches I have ever

listened to in my life have been made by men who have introduced me to audiences in North Carolina; but I had a setback sometime ago which my wife said she enjoyed very much, because it took the conceit out of me. [Laughter.] It was in the little town of Halifax. I had a tremendous audience in front of me, and the gentlemen who introduced me had spent about a week in preparing that speech of introduction. He made a very beautiful speech, and he said that my name was a household word. We were standing on the judge's stand in the court house with a sea of faces before us. He said: "Ladies and Gentlemen: I feel highly honored tonight in being made the mouthpiece of my fellow citizens to introduce to this large and cultured audience this Virginian gentleman, whose name is a household word in his native state, and in North Carolina as well, and I may say throughout the entire South; and from the snow-clad hills of Maine and Massachusetts to the beautiful Potomac as it winds its way to the sea, his name is a household word; and from the ocean-washed shores of the Atlantic to the turbulent waters of the great Mississippi, his name is a household word. [Laughter.] Now, ladies and gentlemen, lest I tire you with a long introduction, for I know that you are impatient to hear him, I beg leave to introduce to you Mr.——Mr.——" and the top of his bald head got as red as a turkey gobbler's snout, and he whispered to a man about six feet away: "For God's sake, what is his name? I've forgotten it!" [Prolonged laughter and applause.] Such is fame, or the lack of it!

[Mr. Miller concluded by entertaining the company with several more inimitable negro stories.]

Toastmaster Emerson—Gentlemen: As chairman of the Entertainment Committee, I desire to thank you for the respectful attention that you have shown both the

orators and the ladies on this occasion. We have undoubtedly successfully established a precedent which I am satisfied will be followed as long as this association continues to hold its annual meetings.

These festivities will now be concluded by a round of the Old Virginia Reel in the reception parlor, under the direction of Col. Polk Miller.

ROSTER OF THE CONVENTION.

Following is a complete list of those present and registered:

John W. Perkins, John W. Perkins & Co., Portland, Me.
T. E. Crossman, official stenographer, New York.
H| C. Clark, Farrand, Williams & Clark, Detroit, Mich.
Chas. B. Hazeltine, Mellens Food Co., Boston, Mass.
John Daboll, Mellins Food Co., Boston, Mass.
F. W. Bahnsen, Hartz & Bahnsen Co., Rock Island, Ill.
G. D. Searle, The Searle & Hereth Co., Chicago, Ill.
W. S. Gerity, Gerity Bros., Elmira, N. Y.
Thos. E. Shoemaker, Robt. Shoemaker Co., Philadelphia, Pa.
Fred W. Odena, Parke, Davis & Co., Detroit, Mich.
Thomas P. Cook, New York Quinine and Chemical Works, New York.
Clarence G. Stone, Mellins Food Co., Boston, Mass.
L. B. Bridaham, The Bridaham-Zuerean Drug Co., Denver, Col.
G. W. Hopping, Seabury & Johnson, New York.
H. C. Louis, Seabury & Johnson, New York.
W. C. McPike, McPike & Fox, Atchison, Kan.
J. P. Cobb, Parke, Davis & Co., Detroit, Mich.
W. R. Warner, Jr., W. R. Warner & Co., Philadelphia, Pa.
J. M. Peters, Wm. J. Matheson & Co., Ltd., New York.
Joseph Leeming, Thos. Leeming & Co., New York.
L. L. Pope, The Lawrence Williams Co., Cleveland, Ohio.
J. R. Kathrens, Pabst Malt Extract, Milwaukee, Wis.

Chas. P. Bartow, Robinson, Pettit & Co., Louisville, Ky.
Thomas J. Keenan, The American Druggist, New York.
I. S. Coffin, Coffin, Reddington & Co., New York.
C. F. Weller, Richardson Drug Co., Omaha, Neb.
C. P. Walbridge, J. S. Merrell Drug Co., St. Louis, Mo.
E. W. Grove, Paris Medicine Co., Asheville, N. C.
C. H. Duncan, Paris Medicine Co, St. Louis, Mo,
S. H. Carragan, Parke, Davis & Co., New York.
Thomas Doliber, Mellins Food Co., Boston, Mass.
W. J. Morley, Morley Bros., St. Louis, Mo.
R. S. Johnston, Merck & Co., New York.
William O. Allison, Oil, Paint and Drug Reporter, New York.
E. D. Taylor, Powers-Taylor Drug Co., Richmond, Va.
H. J. Schnell, Oil, Paint and Drug Reporter, New York.
John M. Hinchmann, Michigan Drug Co., Detroit, iMch.
James B. Horner, Jr., James B. Horner, New York.
Chas. S. Littell, R. W. Robinson & Son, New York.
W. A. Hover, W. A. Hover & Co., Denver, Col.
Charles Hubbard. Charles Hubbard, Son & Co., Syracuse, N. Y.
H. W. Jayne, Barret Mfg. Co., Philadelphia, Pa.
C. F. Shoemaker, Shoemaker & Busch, Philadelphia, Pa.
H. Skillman, Parke, Davis & Co., Detroit, Mich.
Earle C. Derby, Wm. A. Gill & Co., Columbus, Ohio.
J. H. Odbert, Hance Bros. & White, Chicago, Ill.
John N. Carey, Daniel Stewart Co., Indianapolis, Ind.
Horace M. Sharp, Dr. D. Jayne & Son, Philadelphia, Pa.
F. Aschenbach, Aschenbach & Miller, Philadelphia, Pa.
J. L. Hopkins, J. L. Hopkins & Co., New York.
H. J. DuBois, The Roessler & Hasslacher Chem. Co., New York.
Thomas F. Main, Tarrant & Co., New York.
M. N. Kline, Smith, Kline & French Co., Philadelphia, Pa.
Frank A. Faxon, Faxon, Horton & Gallagher, Kansas City, Mo.
C. A. Rucker, Swift Specific Co., Atlanta, Ga.
Geo. R. Hillier, R. Hillier's Son Co., New York.
J. D. Titsworth, Merck & Co., New York.
Daniel R. Noyes, Noyes Bros. & Cutler, St. Paul, Minn.
F. A. Thompson, F. A. Thompson & Co., Inc., Detroit, Mich.

Wm. Stridiron, Berry Bros., Ltd., Detroit, Mich.
John W. Campion, J. W. Campion & Co., Philadelphia, Pa.
I. J. Benjamin, American Druggist, New York.
Samuel R. Kelly, Geo. A. Kelly & Co., Pittsburg, Pa.
C. S. Hazeltine, Hazeltine & Perkins Drug Co., Grand Rapids, Mich.
Edw. J. Schall, Meyer Bros. Drug Co., St. Louis, Mo.
John Morrow, John Morrow & Co., Springfield, O.
Chas. W. Staudinger, Anheuser-Busch Brewing Association, St. Louis, Mo.
J. G. Patton, Anheuser-Busch Brewing Association, St. Louis,
J. G. Patton, Anheuser-Busch Brewing Association, New York.
G. R. Merrell, J. S. Merrell Drug Co., St. Louis, Mo.
Fred L. Carter, Carter, Carter & Meigs, Boston, Mass.
H. C. Dimond, John Morrow & Co., Springfield, Ohio.
Harold Sorby, Pasteur, Vaccine Co., Chicago, Ill.
S. E. Strong, Strong, Cobb & Co., Cleveland, Ohio.
G. G. Minor, Owens & Minor Drug Co., Richmond, Va.
H. R. Strong, National Druggist, St. Louis, Mo.
J. C. Eliel, Lyman-Eliel Drug Co., Minneapolis, Minn.
W. E. Aitkin, American Druggist, New York.
Robt. H. Bradley, The Walding, Kinnan & W. Co., Toledo, O.
C. B. Kinnan, The Walding, Kinnan & W. Co., Toledo, Ohio.
D. P. Dougherty, Moffit-West Drug Co., St. Louis, Mo.
Irving McKesson, McKesson & Robbins, New York.
Howard M. Kirkland, McKesson & Robbins, New York.
R. W. Pierce, World's Dispensary Medical Association, Buffalo, N. Y.
J. J Kearney, Stearns Electric Paste Co., Chicago, Ill.
H. T. Jarrett, Mallinckrodt Chem. Works, New York.
S. Britton, Abbey Eff. Salt Co., New York.
W. A. Talbott, The Piso Company, Warren, Pa.
A. Cressy Morrison, Scott & Bowne, New York.
E. Musselman, Paris Medicine Co., St. Louis, Mo.
Chas. H. Fletcher, The Centaur Co., New York.
Charles Cook, Cook, Everett & Pennell, Portland, Me.
Thos. A. Hedley, Evans & Sons, Ltd., New York.
Runyan Pyatt, Rogers & Pyatt, New York.
Henry D. Martin, Mallinckrodt Chem. Works, St. Louis, Mo.
G. F. Sickelsteil, Jr., W. J. Gillmore & Co., Pittsburgh, Pa.

D. H. Newhall, Pharmaceutical Era, New York.
J. E. Toms, secretary Proprietary Company, Kansas City, Mo.
Polk Miller, Polk Miller Drug Co., Richmond, Va.
Fred W. Sultan, Sultan Drug Co., St. Louis, Mo.
A. A. Stillwell, A. A. Stillwell, New York.
E. G. Wells, M. J. Breitenback Co., New York.
A. E. Whiting, The Grasseli Chem. Co., Cleveland, Ohio.
A. H. Evans, The Evans Chem Co., Cincinnati, Ohio.
B. C. Neat, Neat-Richardson Drug Co., Louisville, Ky.
E. H. Nelson, Nelson, Baker & Co., Detroit, Mich.
A. S. Hindt, A. S Hindt, Portland, Me.
Ed. C. True, Dr. J. F. True & Co., Auburn, Me.
William S. Mersereau, Schieffelin & Co., New York.
John A. Gilman, Gilman Bros., Boston, Mass.
E. G. Lowry, New York Commercial, New York.
Walter F. Ware, Walter F. Ware, Philadelphia, Pa.
Chas. W. Parson, Pharmaceutical Era, New York.
Chas. H. Pinkham, L. E. Pinkham Med. Co., Lynn, Mass.
John H. Emery, Burrough Bros. Mfg. Co., Baltimore, Md.
Louis Yakel, Kohler Mfg. Co., Baltimore, Md.
Chas. A. Smylie, Young & Smylie, Brooklyn, N. Y.
Simon N. Jones, president Nat. Association Retail Druggists, Louisville, Ky.
F. E. Holliday, Nat. Association Retail Druggists, Topeka, Kan.
K. E. Hafer, The D. Chase Company, Philadelphia, Pa.
A. Bauer, Bauer & Black, Chicago, Ill.
S. H. Black, Bauer & Black, Chicago, Ill.
Evan F. Lilly, Eli Lilly & Co., Indianapolis, Ind.
J. Carl Jackson, Merchants' Gargling Oil Co., Lockport, N. Y.
E. C. Goshow, National Lead Co., Cincinnati, O.
Herbert B. Harding, Humphries' Homeopathic Medicine Co., New York.
Geo. A. Newman, California Fig Syrup Co., Louisville, Ky.
Chas. Blauw, Blauw Drug Co., Rochester, N. Y.
E. C. Frisbie, Talcott, Frisbie & Co., Hartford, Conn.
Wm. T. Case, Boehringer & Soehne, New York.
F. A. Dicks, Finlay, Dicks & Co., Ltd., New Orleans, La.
E. C. Fowell, Schieffelin & Co., New York.
Wm. J. Walker, Walker & Gibson, Albany, N. Y.
John Blair, Apothecaries Hall Co., Waterbury, Conn.

J. C. Meserole, E. R. Squibb & Son, New York.
Harry C. Wilson, Alonzo O. Bliss Co., Washington, D. C.
Wm. O. Blanding, Blanding & Blanding, Providence, R. I.
H. C. Winkelman, Winkelman & Brown Drug Co., Baltimore, Md.
H. S. Thomas, Theo. Metcalf & Co., Boston, Mass.
A. L. Childs, Shaw & Childs, Boston, Mass.
Fred J. Grant, Merck & Co., New York.
Romaine Pierson, American Druggist, Chicago, Ill.
D. P. Hart, The W. J. McGordon Chem. Co., Cincinnati, O.
Alex R. Lewis, Johnson & Johnson, New Brunswick, N. J.
W. J. Murray, The Murray Drug Co., Columbia, S. C.
Chas. S. Jones, Powers & Weightman, Philadelphia, Pa.
J. G. Timolat, Oakland Chemical Co., New York.
Henry Dalley, Jr., Lazell, Dalley & Co., New York.
Chas. F. Squibb, E. R. Squibb & Son, New York.
William McIntyre, delegate Penn. Pharmaceutical Assn., Philadelphia, Pa.
Thos. A. Cobb, The Thos. A. Cobb Warehouse Co., Chicago, Ill.
Frederick Schneider, Schneider & Irving Drug Co., Troy, N. Y.
G. A. Develin, C. S. Dent & Co., Detroit, Mich.
J. Richmond Nolon, C. S. Dent & Co., London, England.
L. A. Lange, Chas. Bambach Co, Milwaukee, Wis.
F. E. Himrod, Himrod Manufacturing Co., New York.
V. Mott Pierce, World's Dispensary Med. Assn., Buffalo, N. Y.
Thos. M. Curtins, Thos. M. Curtins, New York.
J. Elwood Lee, J. Elwood Lee Co., Conshohocken, Pa.
Frank R. Jones, J. Elwood Lee Co., Conshohocken, Pa.
E. A. Sheets, The Denver Chem. Mfg. Co., Denver , Colo.
F. S. Bruen, Pond's Extract Co., New York.
A. B. Merriam, secretary N. W. D. A., Minneapolis, Minn.
T. F. Van Natta, Van Natta-Lynds Drug Co., St. Joseph, Mo.
Fred H. Humphreys, H. H. Med. Co., New York.
A. L. Carter, Resinol Chemical Co., Baltimore, Md.
Dr. M. H. Carter, Resinol Chemical Co., Baltimore, Md.
M. W. Joslyn, Geo. C. Goodwin & Co., Boston, Mass.
Hugh H. Osgood, Lee & Osgood, Norwich, Conn.
C. B. Zeilin, J. H. Zeilin & Co., Inc., Philadelphia, Pa.
Alex. N. Bodine, Cohansey Glass Mfg. Co., Philadelphia, Pa.

H. C. McIlvaine, McIlvaine Bros., Philadelphia, Pa.
H. N. Timolat, The Oakland Chem. Co., New York.
James F. Ballard, Ballard, Snow Liniment Co., St. Louis, Mo.
A. C. Murdock, J. N. Murdock, Parkersburg, W. Va.
Alanson S. Brooks, Williams-Davis-Brooks & Hinchman Sons, Detroit, Mich.
P. E. Hall, Parke, Davis & Co., Detroit, Mich.
Herbert Lurrell, Parke, Davis & Co., New York.
G. H. Risley, National Remedy Co., New York.
W. A. Harshaw, The Harshaw, Fuller & Goodwin Co., Cleveland, O.
Wallace B. Goodwin, The Harshaw, Fuller & Goodwin Co., Cleveland, O.
J. A. McKee, Dodd's Med. Co., Buffalo, N. Y., and Toronto. Canada.
W. D. Edmansen, Dr. Chase Medicine Co., Toronto, Canada, and Buffalo, N. Y.
L. S. Leull, T. S. Slocum Chem. Co., secretary and treasurer The Proprietary Assn. of Canada.
Chas C. Norris, Toronto Mail, Toronto, Canada.
F. P. O'Leary, Red Cross Drug Co., Buffalo, N. Y.
Samuel T. Crissy, Appert Glass Co., New York.
Franklin Black, Chas. Pfizer & Co., New York.
Edward M. Watson, Jersey City Printing Co., Jersey City, N. J
M. White, Montreal Gazette, Montreal, Que.
W. W. Dixon, E. R. Squibb & Son, New York.
E. W. Grove, Paris Medicine Co., St. Louis, Mo.
Chas. H. Camp, Centaur Company, New York.
C. F. Seidell, Dispatch, Pittsburg, Pa.; Cleveland, O.
W. F. Pettibone, Savage Printing Co.
Francis N. Kahle, D. Ransom, Son & Co., Buffalo, N. Y.
James Sharp, F. E. Marsh & Co., Chicago, Ill.
Theo. F. Meyer, Meyer Brothers' Drug Co., St. Louis, Mo.
Richard L. Girtland, Red Cross Drug Co., Buffalo, N. Y.
M. J. O'Leary, Red Cross Drug Co., Buffalo, N. Y.
Chas. Stickney, C. I. Hood & Co., Lowell, Mass.
C. W. Snow, C. W Snow & Co., Syracuse, N. Y.
John B. Purcell, Purcell, Ladd & Co., Richmond, Va.
Wm. A. Hamann, The Roessler & Hasslacher Chem. Co., New York.

Henry Altman, Red Cross Drug Co., Buffalo, N. Y.
G. P. Engelhard, Western Druggist, Chicago, Ill.
G. W. Smith, Trunk Line Assn., New York.
A. Frank Richardson, T. A. Slocum Co., New York.
W. D. Faris, H. J. Baker & Bro., New York.
T. Oliver Fine, Feister Printing Co., Philadelphia, Pa.
M. J. Breitenbach, M. J. Breitenbach & Co., New York.
F. W. Allen, Detroit White Lead Works, Detroit, Mich.
D. B. McDonald, Detroit White Lead Works, Detroit, Mich.
R. S. Robb, The Hostetter Co., Pittsburg, Pa.
Julius Kohler, Fritzsche Bros., New York.
R. D. McLeod, Whitney Glass Works, Philadelphia, Pa.
J. Ambrose Butler, Buffalo News, Buffalo, N. Y.
Abbott Loring, Loring & Co., Ltd., New York.
W. J. Mooney, A. Kiefer Drug Co., Indianapolis, Ind.
A. S. Murray, Murray Printing Co., Toronto, Canada.
F. F. Yahr, Chas. Baumbach Co., Milwaukee, Wis.
W. H. Hill, W. H. Hill Co., Detroit, Mich.
S. D. Gilbert, S. C. Wells & Co., Le Roy, N. Y.
Lewis E. Howard, Howard Bros., Buffalo, N. Y.
M. D. Brenn, Tyler & Finch Co., New York.

In Memoriam

Wilhelm Merck	1833–1899
H. C. Parke	1828–1899
J. Clifford Richardson	1849–1899
Phillip Andre Bour	1838–1899
James S. Burdsal·	1827–1899
James M. Farr	1852–1899
C. Lincoln Williston	1843–1899
Fred A. Fultz	1859–1899
Richard A. Robinson, Jr.	1876–1899
William Mitchell Strother	1857–1899
Jacob Frederick Schoellkopf	1819–1899
James L. Truslow, Jr.	1848–1899
Edward Stabler Leadbeater	1836–1899
Frederick Dohmen	1832–1898
Lemuel C. Paine	1831–1899
Hon. Hugh H. Osgood	1821–1899

DECEASED MEMBERS.

From Organization of the Western Wholesale Drug Association, 1876 to 1900.

Allen, Alfred F..... 1876-1884
Ayer, James C..... 1883-1878
Barker, T. B..... 1892-1897
Baumer, Francis 1895-1897
Billings, Chas, E..... 1878-1892
Blanding, Wm. B..... 1879-1892
Bodeker, Henry 1887-1889
Bour, Phillip Andre..... 1899
Browning, Robert 1876-1891
Bruen, Oscar H..... 1887-1892
Button, Henry H..... 1876-1889
Braker, Conrad, Jr..... 1883-1890
Brown, William H..... 1882-1889
Bedford, Peter W..... 1883-1892
Boehringer, E..... 1885-1892
Bennett, Joseph S..... 1878-1892
Burnett, Joseph 1885-1894
Burroughs, S. M..... 1893-1895
Brandreth, Geo. A..... 1897
Bradfield, Josiah 1883-1885
Bigelow, E. A..... 1883-1896
Bowen, Henry 1885-1896
Burdsal, James S..... 1899
Button, Charles P..... 1893-1897
Crenshaw, Edmund A..... 1882-1894

Cobb, Ahira 1876-1882
Coffin, Andrew G..... 1883-1897
Colgate, Samuel 1883-1897
Cutler, George 1883-1898
Cutler, Wm. J..... 1883-1894
Cutler, Waldo E..... 1883-1896
Carter, Solomon 1883-1892
Cowee, David 1883-1887
Crockett, J. Henry..... 1883-1891
Davis, Dr. E. H..... 1893-1896
Demoville, J. F..... 1878-1884
Dodge, Richard J..... 1883-1891
Dohmen, Frederick 1898
Dick, Dundas 1885-1892
Drake, P. H. 1882-1882
Dodge, James M..... 1884-1887
Damon, Albert F..... 1885-1887
DeGolyer, Joseph 1883-1888
Devoe, F. W..... 1883-1896
Edgerley, J. W..... 1888-1894
Erhart, Charles F..... 1871-1878
Eisenbeis, G. 1885-1896
Fahnestock, B. L..... 1876-1888
Farr, James M..... 1899
Finch, George W..... 1883-1897
Finlay, George R..... 1883-1897
Fisher, Alonzo G..... 1885-1895
Fougera, Charles E..... 1882-1889
French, Clayton 1883-1889
Farrand, Jacob S..... 1876-1891
Fritzsche, Paul T..... 1883-1886
French, William B..... 1883-1892
Fraser, Edward A..... 1884-1890
Fultz, Fred A..... 1899

Gellatly, William A. 1882-1885
Gilpin, Bernard 1883-1897
Goodman, Chas. F. 1877-1895
Gridley, Junius 1885-1886
Gerhardy, Theodore 1878-1893
Greene, Thomas A. 1878-1894
Gerity, Clayton R. 1891-1897
Hurlbut, H. A. 1878-1882
Hinchman, T. H. 1876-1892
Henry, John F. 1877-1892
Hurrt, B. Scott. 1883-1888
Hall, William Henry. 1882-1894
Hostetter, David 1882-1888
Hazelton, Wm. Jr. 1883-1884
Hodge, John 1882-1895
Hopkins, Frank T. 1878-1885
Hoyt, E. W. 1884-1887
Hay, Henry Homer. 1894 1895
Jensen, Carl L. 1887-1887
Kirkland, John L. 1879-1892
Kalteyer, George H. 1892-1897
Lamar, Col. H. J. 1882-1896
Lambert, Jordon W. 1882-1888
Laughlin, Samuel 1876-1887
Ladd, Benj. J. 1887-1887
Leadbeater, E. S. 1890
Lee, Conrad Berk. 1896-1897
Lilly, Eli 1898
Logan, Thos. H. 1877-1888
Lyman, Henry 1892-1897
Macready, Robert 1876-1895
Mellier, A. A. 1876-1889
Merrell, W. S. 1876-1880
Merrell, Jacob S. 1884-1885

Morrisson, Robert 1876-1888
Malloy, E. S. 1879-1879
Maris, John M. 1883-1892
McKesson, John 1880-1893
Marsh, Edwin H. 1883-1884
Merck, Wilhelm 1899
Metcalf, Theodore 1887-1894
Munson, L. I. 1895-1896
Moffitt, John S. 1889-1894
Moore, Jerome B. 1883-1891
Mellon, John J. 1882-1891
Muth, M. Joseph 1898
Myers, Milton L. 1882-1892
McDermott, George 1893-1893
Mason, Alfred H. 1888-1896
Nickell, James M. 1879-1881
Nichols, Dr. James R. 1878-1888
Osgood, Hugh H. 1899
Paine, Lemuel C. 1899
Park, John D. 1876-1894
Parke, H. C. 1899
Potter, Warren B. 1883-1889
Pozzoni, J. A. 1884-1885
Peek, William T. 1883-1885
Purcell, John 1885-1894
Pinkney, Stephen R. 1882-1892
Powers, Thomas H. 1877-1879
Pinkham, Lydia 1883-1887
Putnam, John P. 1878-1889
Parkes, William S. 1887-1891
Quetting, Josef J. 1883-1885
Reakirt, Joseph 1876-1880
Richardson, James 1876-1892
Reed, Thomas 1883-1885

Richardson, J. Clifford..... 1899
Riday, John F..... 1883-1889
Rosengarten, Geo. D..... 1883-1889
Richardson, James H..... 1878-1891
Robbins, Daniel C..... 1878-1888
Robinson, Richard A., Jr..... 1899
Rosenthal, Moritz 1884-1896
Robbins, Chas. A..... 1878-1889
Rankin, Jesse W..... 1882-1892
Raynolds, Chas. T..... 1884-1896
Robinson, Richard A..... 1876-1897
Runkle, W. H..... 1882-1898
Rosengarten, Mitchell G..... 1898
Sellers, R. E..... 1876-1894
Shoemaker, Robert 1882-1896
Stewart, Daniel 1876-1892
Stoutenbergh, Geo. W..... 1876-1884
Strong, Samuel M..... 1876-1895
Strother, William M..... 1899
Spurlock, H. C..... 1883-1892
Scudder, Samuel V..... 1883-1889
Steele, William 1898
Smith, Geo. W..... 1882-1885
Schieffelin, Wm. H..... 1882-1895
Schoellkopf, Jacob Frederick..... 1899
Smith, Valentine H..... 1883-1890
Sheley, Alanson 1876-1892
Simes, Wm. F..... 1887-1892
Sondheim, Myer 1884-1888
Stanwood, E. L..... 1885-1892
Strother, William A., M. D..... 1889-1892
Thomsen, John Jacob..... 1883-1892
Talcott, Seth 1883-1894
Truax, Perry B..... 1880-1891

Thompson, William P..... 1893-1896
Tiemann, Peter Cooper..... 1891-1894
Thompson, John L..... 1880-1883
Truslow, Jacob L., Jr..... 1899
Vennard, William L..... 1878-1893
Vogeler, Chas. A..... 1880-1882
Wakefield, C..... 1882-1885
Wallin, Jarvis R..... 1885-1886
Weightman, Dr. John Farr..... 1878-1886
Wetherell, Christopher 1887-1892
Wells, William 1883-1892
Weightman, William, Jr..... 1878-1889
Wilcox, Frederick 1895-1897
Wilder, Edward 1876-1890
Wilder, J. B..... 1876-1888
Wilkinson, A. J..... 1876-1895
Williston, C. Lincoln..... 1899
Wheeler, H. N..... 1883-1885
Wheeler, Porte C..... 1882-1883
White, Jacob W., M. D..... 1884-1891
Whiting, John L..... 1887-1892
Whitall, James 1885-1896
Woodward, Wm. R..... 1882-1889
Wright, A. W..... 1887-1892
Zeilin, John H..... 1882-1896

COMMITTEES OF

N. W. D. A. FOR THE YEARS 1899-1900.

Committee on Adulterations.

John F. Queeny, Chairman.....St. Louis, Mo.
J. A. Smith.....Peoria, Ill.
Augustus Kiefer.....Indianapolis, Ind.
Frederick A. Dicks.....New Orleans, La.
George L. Muth.....Baltimore, Md.
Frank A. Davidson.....Boston, Mass.
Chas. C. Hinchman.....Detroit, Mich.
Dr. C. S. Hazeltine.....Grand Rapids, Mich.
J. F. Broderick.....St. Paul, Minn.
Wm. S. Gerity.....Elmira, N. Y.
L. A. Lange.....Milwaukee, Wis.
Max Zeller.....New York, N. Y.
H. J. Jarrett.....New York, N. Y.
Dr. H. W. Scheffer.....St. Louis, Mo.
Carl Brooker.....New York, N. Y.
James Hartford.....New York N. Y.
Wm. M. Warren.....Detroit, Mich.

Committee on Arrangements and Entertainment.

Chas. F. Weller, Chairman.....Omaha, Neb.
C. P. Engelhard.....Detroit, Mich.

F. M. Odena.....Detroit, Mich.
E. D. Kenfield.....Chicago, Ill.
Clarence G. Stone.....Boston, Mass.
E. H. Buehler.....Chicago, Ill.
Joseph Kearney.....Chicago, Ill.
M. L. Barrett.....Chicago, Ill.
Thos. A. Cobb.....Chicago, Ill.
J. E. Toms.....Kansas City, Mo.
G. D. Searle.....Chicago, Ill.
Geo. S. Owen.....Chicago, Ill.
J. R. Kathrens.....Milwaukee, Wis.
D. Y. Wheeler.....Denver, Colo.
D. Van Ness Person.....Chicago, Ill.
Godfrey H. Ball.....Chicago, Ill.
E. C. Homan.....New York, N. Y.

Committee on Commercial Travelers.

John B. Purcell, Chairman.....Richmond, Va.
Fred M. Odena.....Detroit, Mich.
Wm. G. Cook.....New York, N. Y.
R. S. Johnston.....New York, N. Y.
C. A. Rucker.....Atlanta, Ga.
Henry D. Martin.....St. Louis, Mo.
Wm. T. Case.....New York, N. Y.
J. C. Meserole.....New York, N. Y.
Chas. S. Jones.....Philadelphia, Pa.
Peter J. Lance.....Philadelphia, Pa.
Frank S. Henry.....Cleveland, Ohio
Geo. C. Wright.....St. Louis, Mo.
Edward T. Green.....St. Louis, Mo.
Benjamin A. Jackson.....Providence, R. I.
Edward S. Leadbeater, Jr.....Alexander, Va.

Committee on Credits and Collections.

W. A. Hover, Chairman.....Denver, Colo.
W. J. Walker.....Albany, N. Y.
John Blair.....Waterbury, Conn.
D. J. Pierce.....Richmond, Va.
J. S. Kinnan.....Toledo, Ohio
Wm. Scott.....Indianapolis, Ind.
M. C. Peter.....Louisville, Ky.
Geo. S. Lord.....Chicago, Ill.
W. G. Sluder.....St. Louis, Mo.
H. H. Eliel.....Minneapolis, Minn.
L. H. Swisher.....Atchison, Kans.
C. C. Johnson.....New Orleans, La.
W. P. Reddington.....San Francisco, Cal.

Committee on Drug Market.

Thomas M. Curtius, Chairman.....New York
H. B.Fairchild.....Grand Rapids, Mich.
Joseph Mathias.....New York City
Irving McKesson.....New York City
Edward Bindchadler.....St. Louis, Mo.
C. W. Griffiths.....Chicago, Ill.
G. F. Sichelstiel, Jr.....Pittsburgh, Pa.
F. C. Moore.....New York City

Committee on Fire Insurance.

Daniel Myers, Chairman.....Cleveland, Ohio.
C. J. Lincoln.....Little Rock, Ark.

Redington & Co.....San Francisco, Cal.
W. A. Hoveer & Co.....Denver, Colo.
T. Sisson & Co.....Hartford, Conn.
Lamar & Rankin Drug Co.....Atlanta, Ga.
Lord, Owen & Co.....Chicago, Ill.
Des Moines Drug Co.....Des Moines, Ia.
Daniel Stewart Co.....Indianapolis, Ind.
McPike & Fox.....Atchison, Kans.
Robinson-Pettet Co.....Louisville, Ky.
Finlay, Dicks & Co.....New Orleans, La.
J. W. Perkins Co.....Portland, Me.
Gilpin, Langdon & Co.....Baltimore, Md.
Carter, Carter & Meigs.....Boston, Mass.
The Michigan Drug Co.....Detroit, Mich.
Lyman, Eliel Drug Co.....Minneapolis, Minn.
Meyer Bros. Drug Co.....St. Louis, Mo.
Richardson Drug Co.....Omaha, Neb.
Chas. Hubbard Sons & Co.....Syracuse, N. Y.
Lehn & Fink.....New York, N. Y.
Plimpton, Cowan & Co.....Buffalo, N. Y.
Kauffman, Latimer & Co.....Columbus, Ohio
Geo. A. Kelly Co.....Pittsburg, Pa.
Smith, Kline & French Co.....Philadelphia, Pa.
Crowdus Drug Co.....Dallas, Texas
Purcell, Ladd & Co.....Richmond, Va.
Jerman, Pfleuger & Keuhmsted Co....Milwaukee, Wis.

Committee on Fraternal Relations.

Frederick Schneider, Chairman.....Troy, N. Y.
D. R. Noyes.....St. Paul, Minn.
Walter P. Colburn.....Peoria, Ill.
H. B. Gilpin.....Baltimore, Md.

Chas. W. Whittlesey.....New Haven, Conn.
I. W. Harlan.....Des Moines, Ia.
Chas. Leich.....Evansville, Ind.
Chas. M. Hay.....Portland, Me.
William P. Ritchey.....New York, N. Y.

Committee on Legislation.

Wm. O. Blanding, Chairman.....Providence, R. I.
W. J. Walker.....Albany, N. Y.
Albert Plant.....New York, N. Y.
Thos. F. Main.....New York, N. Y.
W. A. Robinson.....Louisville, Ky.
M. N. Kline.....Philadelphia, Pa.
John McKesson.....New York, N. Y.
George L. Muth.....Baltimore, Md.
Robert W. Powers.....Richmond, Va.
Charles Cook.....Portland, Me
Dr. R. V. Pierce.....Buffalo, N. Y.
Wm. M. Warren.....Detroit, Mich.
George A. Kelly.....Pittsburgh, Pa.
Henry R. Strong.....St. Louis, Mo.

Committee on Membership.

Irving J. Benjamin, Chairman.....New York, N. Y.
L. L. Pope.....Cleveland, Ohio
Augustus Kiefer.....Indianapolis, Ind.
John Hornick.....Sioux City, Ia.
Frank S. Henry.....Cleveland, Ohio.
C. Stoffregen.....Baltimore, Md.
Byron E. Veatch.....Chicago, Ill.

Committee on Memorials of Deceased Members.

Arthur W. Claflin, Chairman.....Providence, R. I.
M. Langley.....San Francisco, Cal.
Geo. E. Taylor.....Leadville, Colo.
H. J. Lamar.....Atlanta, Ga.
A. E. Neat.....Louisville, Ky.
I. L. Lyons.....New Orleans, La.
J. A. Gilman.....Boston, Mass.
Chas. P. Alden.....Springfield, Mass.
Chas. E. Potts.....Wichita, Kans.
G. E. Merrill.....Cincinnati, Ohio.

Committee on Passenger Rates and Routes.

Thos. P. Cook, Chairman.....New York, N. Y.
Edward H. Buehler.....Chicago, Ill.
F. W. Braun.....Los Angeles, Cal.
John D. Ryan.....New Orleans, La.
H. Behrens.....Waco, Tex.
Romaine Pierson.....Chicago, Ill.
Chas. F. Cutler.....Boston, Mass.
I. A. Solomons.....Savannah, Ga.
J. M. Peters.....New York, N. Y.
Daniel P. Daugherty.....St. Louis, Mo.

Committee on Paints, Oils and Glass.

Thos. Van Natta, Chairman.....St. Louis, Mo.
Thomas Neal.....Detroit, Mich.
B. C. Hartz.....Rock Island, Ill.

R. P. Rowe.....New York, N. Y.
Samuel G. McCotter.....New York, N. Y.

Special Committee on Paris Green.

Charles Hubbard, Chairman.....Syracuse, N. Y.
Alanson S. Brooks.....Detroit, Mich
C. H. Cutler.....St. Paul, Minn

Committee on Pharmaceutical Preparations.

J. C. Eliel, Chairman.....Minneapolis, Minn.
M. C. Peters.....Louisville, Ky.
J. C. Fox.....Atchison, Kans.

Committee on Proprietary Goods.

Frank A. Faxon, Chairman.....Kansas City, Mo
M. N. Kline.....Philadelphia, Pa.
Geo. A. Kelly.....Pittsburgh, Pa.
D. R. Noyes.....St. Paul, Minn.
J. C. Eliel.....Minneapolis, Minn.
Fred L. Carter.....Boston, Mass.
W. J. Walding.....Toledo, Ohio.
James R. Owen.....Chicago, Ill.
Chas. F. Weller.....Omaha, Neb.
M. Cary Peter.....Louisville, Ky.
R. W. Powers.....Richmond, Va.
Daniel Myers.....Cleveland, Ohio.
Thos. F. Meyer.....St. Louis, Mo.
D. D. Philips.....Nashville, Tenn.

W. A. Hover.....Denver, Colo.
J. C. Fox.....Atchison, Kans.
Jno. N. Carey.....Indianapolis, Ind.
Thos. C. Peck.....Macon, Ga.
F. A. Dicks.....New Orleans, La.
Thos. F. Main.....New York, N. Y.
I. S. Coffin.....New York, N. Y.
Wm. J. Walker.....Albany, N. Y.
Dr. R. V. Pierce.....Buffalo, N. Y.
Horace M. Sharp.....Philadelphia, Pa.
Alfred E. Rose.....Lowell, Mass.

Committee of Revision of Pharmaceutical Lists.

Chas. S. Littell, Chairman.....New York, N. Y.
Henry A. Wetzel.....Detroit, Mich
F. W. Wyeth.....Philadelphia, Pa.
Louis Dohme.....Baltimore, Md.
H. N. Fraser.....New York, N. Y.
J. B. Hargrave.....Cincinnati, Ohio.

Special Committee to Take Charge of Suits Brought Against Members.

M. N. Kline, Chairman.....Philadelphia, Pa.
Thos. F. Main.....New York, N. Y.
I. S. Coffin.....New York, N. Y.

Trade Marks.

Alfred E. Rose, Chairman.....Lowell, Mass

Horace M. Sharp.....Philadelphia, Pa.
Chas. H. Fletcher.....New York, N. Y.
Thos. E. Delano.....New York, N. Y.
Fred E. Himrod.....New York, N. Y.

Committee on Transportation.

John M. Hinchman, Chairman.....Detroit, Mich.
Theodore F. Meyer.....St. Louis, Mo.
Wm. Elliot Smith.....Alton, Ill.
James R. Owen.....Chicago, Ill.
W. J. Walding.....Toledo, Ohio
Henry Dohmen.....Wilwaukee, Wis.
W. A. Gill.....Columbus, Ohio.
G. P. Engelhard.....Chicago, Ill.
E. C. DeWitt.....Chicago, Ill.
A. F. Murray.....Chicago, Ill.
G. F. Sichelstiel, Jr.....Pittsburg, Pa.

ACTIVE MEMBERS.

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Members are requested to report any inaccuracies in these lists and to notify the Secretary and Treasurer of all changes in the style of firm and individual names of companies.

UNITED STATES OF AMERICA.

ALABAMA.

ELAM DRUG CO., ...Anniston.
E. E. Elam, President.
Rutherford Lapsley, Secretary.

ARKANSAS.

LINCOLN & CO., C. J.....Little Rock, Ark.
C. J. Lincoln, President and Treasurer.
J. H. Brown, Vice-President and Manager.
C. K. Lincoln, Secretary.

CALIFORNIA.

BRAUN & CO., F. W., ...Los Angeles.
F. W. Braun.
L. N. Brunswig Co. (New Orleans).

HAAS, BARUCH & CO., ...Los Angeles.
A. Haas.
J. Baruch.

KIRK, GEARY & CO., ...Sacramento.
Wm. Geary.
H. S. Kirk.
Agnes Kirk.
Mrs. H. C. Kirk.

ACTIVE MEMBERS—Continued.

LANGLEY & MICHAELS CO., ...San Francisco.
M. Langley.
H. Michaels.
R. Watt.
J. W. Featherston.

MACK & CO., ...San Francisco.
Leon Goggenhime.
Adolph Mack.
Fred S. Kellogg.

REDINGTON & CO., ...San Francisco.
Christian W. Smith.
Wm. P. Redington.
Coffin, Redington & Co. (New York).

COLORADO.

BRIDAHAM-QUEREAU DRUG COMPANY, THE
.....Denver, Colo.
L. B. Bridaham, President.
F. J. Quereau, Vice-President.
R. C. Fisher, Secretary and Treasurer.

HOVER & CO., W. A. Denver.
W. A. Hover.
C. L. Hover.
H. M. Harding.

TAYLOR, GEORGE E., ...Leadville.

CONNECTICUT.

APOTHECARIES HALL CO., ...Waterbury.
F. B. Rice, President.
John Blair, Treasurer and General Manager.

CALHOUN & CO., F. S., ...New Haven.
F. S. Calhoun.

LEETE & CO., CHAS S., ...New Haven.
Chas. S. Leete.
Jeremiah B. Leete.

ACTIVE MEMBERS—Continued.

WHITTLESEY CO., THE CHAS. W.....New Haven
C. W. Whittlesey, President and General Manager.
A. D. deBussy, Secretary and Treasurer.
F. A. Wolf, Manager Sales Department.

OSGOOD & CO., CHARLES, ...Norwich.
Charles Osgood.

NORWICH PHARMACAL CO.,.....Norwich

SISSON & CO., T., ...Hartford.
Thomas Sisson.
Geo. P. Chandler.
Frederick H. Chapin.

TALCOTT, FRISBIE & CO., ...Hartford.
Edward C. Frisbie.
Charles H. Talcott.

GEORGIA.

LAMAR & RANKIN DRUG CO., THE (Incorporated),..... Atlanta.
H. J. Lamar, President.
H. J. Lamar, Jr., Vice-President.
M. A. Fall, Treasurer.
R. R. Evans, Secretary.

LAMAR & SONS, HENRY J., ...Macon.
H. J. Lamar.
H. J. Lamar, Jr.
W. D. Lamar.
J. S. Hoge.
J. B. Riley.

SOLOMONS & CO., ...Savannah.
J. W. Solomons.
I. A. Solomons.

TAYLOR & PEEK DRUG CO., ...Macon, Ga.
R. J. Taylor, President.
Thos. C. Peek, Vice-President and Manager.
E. N. Jelks, Treasurer.

CURRY, ARRINGTON & COMPANY.....Rome.

ACTIVE MEMBERS.—Continued.

ILLINOIS.

LORD, OWEN & CO., ... Chicago.
Thomas Lord.
Geo. S. Lord.
James R. Owen.

SEARLE & HERETH CO., THE, ... Chicago.
G. D. Searle, President.
F. S. Hereth, Vice-President.
O. T. Eastman, Secretary and Treasurer.

SCHUH DRUG CO., THE, ... Cairo.

ALLAIRE-WOODWARD Co., ... Peoria.
Eliot Callender, President.
H. J. Woodward, Vice-President.
J. A. Smith, Secretary and Manager.
Jas. E. Callender, Treasurer.

BARKER & WHEELER CO., ... Peoria.
Walter Barker, President.
M. C. W. Wheeler, Vice-President.
H. G. Herget, Second Vice-President.
N. L. Griswold, Treasurer.
Fred J. Greene, Secretary and Manager.

COLBURN-BIRKS & CO., ... Peoria.
Walter P. Colburn.
John Birks.
Henry Simoneau.

HARTZ & BAHNSEN CO., ... Rock Island.
B. C. Hartz, President.
F. W. Bahnsen, Vice-President.
I. S. White, Secretary and Treasurer.

SOMMERS DRUG CO., ALDO, ... Quincy.
Aldo Sommers, President.
Chas. E. Lionberger, Vice-President.
Phil. Schanz, Secretary.

WAKEFIELD & CO., C., ... Bloomington.
C. Wakefield (estate).

ACTIVE MEMBERS.—Continued.

Oscar Wakefield.
Homer Wakefield.
Mrs. H. W. Brady.

INDIANA.

INDIANAPOLIS DRUG CO., ...Indianapolis.
J. G. Mueller.
H. Pink.
J. R. Miller.

KIEFER DRUG CO., A., ...Indianapolis.
Augustus Kiefer, President.
Chas. Mayer, Vice-President.
Chas. S. McBride, Secretary and Treasurer.

STEWART CO., DANIEL.....Indianapolis.

WARD BROS., ...Indianapolis.
B. Ward.
M. Ward.
C. S. Dearborn.

FORT WAYNE DRUG CO., ...Fort Wayne, Ind.
O. P. Morgan, President.
J. P. Evans, Vice-President.
F. W. Sihler, Secretary.
W. O. Gross, Treasurer.

LEICH & CO., CHARLES, ...Evansville.
Charles Leich.
Carl Leich.

IOWA.

CHURCHILL DRUG CO., ...Burlington.
F. S. Churchill, President.
C. P. Squires, Vice-President.
H. T. Churchill, Secretary and Treasurer.

DES MOINES DRUG CO., ...Des Moines, Iowa.
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Max Rosenthal, Secretary.
Eugene F. Yahr, Treasurer.
L. A. Lange, Manager.

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Howard Greene, Secretary and Treasurer.

PABST BREWING CO., ...Milwaukee.
Proprietors "Best" Tonic.

DOMINION OF CANADA.

ONTARIO.

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G. T. Fulford.

GERMANY.

BOEHRINGER & SOEHNE, C. F., ...Mannheim, Ger.
Represented by Emil Levi, New York.

HONORARY MEMBERS.

JAMES S. BURDSAL, Cincinnati (Deceased), ... 1888

JAMES RICHARDSON, St. Louis (Deceased), ... 1888

ROBERT BROWNING, Indianapolis (Deceased),..... 1889

GEN. J. H. BAXTER (Deceased), ... 1890
Surgeon General of the U. S. Army.

GEN. JOHN B. HAMILTON (Deceased), ... 1890
Surgeon General of the U. S. Marine Hospital Service.

J. M. FLINT, M. D., ... 1890
Smithsonian Institute.

GEN. JOHN MILLS BROWNE, ... 1890
Surgeon General of the U. S. Navy.

F. W. SCHULTE, Kansas City, ... 1894

ASSOCIATE MEMBERS.

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CONNECTICUT.

DICKINSON, E. E. Essex.
NORWICH PHARMACAL CO. Norwich
WILLIAMS CO., J. B.....Glastonbury.
WASHBURN, E. L., & CO. New Haven.

GEORGIA.

BRADFIELD REGULATOR CO. Atlanta

ILLINOIS.

ILLINOIS GLASS CO. Alton.
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John M. Levis, Secretary.

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M. D. Eger, Treasurer.

ARMOUR & CO. Chicago.

BALDWIN & CO., B. D. Chicago.
B. D. Baldwin.
T. C. Baldwin.

BARRETT & CO., M. L. Chicago.

BAUER & BLACK Chicago.

BUEHLER, EDWARD H.. Chicago.

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L. Friedman, Secretary and Treasurer.

FISHER, ARTHUR N.. Chicago.

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L. B. Hamlin, Vice-President.
M. C. Hamlin, Treasurer.
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John B. Kirk.
Milton W. Kirk.

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Allan F. Murray.
F. B. Klock.
C. F. Lammert.

PASTEUR VACCINE CO. Chicago
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VEATCH, BYRON E. Chicago.
Agent Vina Vineyard, California.

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James E. Lilly, Vice-President.
Evan F. Lilly, Secretary and Treasurer.

STERLING REMEDY CO. Indiana Mineral Springs.
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MARION FLINT GLASS CO. Marion.
Fred G. Seitz, President.
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MASSACHUSETTS.

NEW YORK PHARMACEUTICAL CO., ..Bedford Springs.
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BURNETT, CO., JOSEPH.....Boston.

FOX, FULTZ & CO., ...Boston.
C. W. Fox.

GREENE, F. E. & J. A. Boston.

HUBBARD, JOSEPH Boston.

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GROSVENOR & CO., J. M. Boston.

JOHNSON & CO., I. S., ...Boston.
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Alwin A. Bragdon.

MELLENS FOOD CO..... Boston.
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Onslow Gilmore, Treasurer.
Henry Canning, Secretary.

HOOD & CO., C. I.....Lowell.
C. I. Hood.

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Alfred A. Rose, Treasurer.

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WHITING & SON, JOHN L., ... Boston.
Wm. S. Whiting, President and Treasurer.
Lew C. Hill, Secretary.

WILSON, B. O. & C. G. Boston.
Benj. O. Wilson.
C. G. Wilson.

THAYER & CO., HENRY Cambridgeport.
K. G. Putnam.
Francis D. Hardy.

MICHIGAN.

ACME WHITE LEAD & COLOR CO. Detroit.
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A. E. F. White, Treasurer.
Thomas Neal, Secretary.

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Joseph H. Berry.
Thomas Berry.

DENT & CO., C. S. Detroit.

DETROIT WHITE LEAD WORKS Detroit.
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Walter Barnes (New York City), Secretary.

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Julius Berkey, President.
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THOMPSON & COMPANY, F. A., (Inc.), ...Detroit, Mich.
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F. A. Thompson, Treasurer and Manager.
John McFarlane, Superintendent.

THUM, O. & W. Grand Rapids.

TODD, ALBERT M. Kalamazoo.

MINNESOTA.

LYON & BROS., CHAS B., ...Minneapolis.
Chas. B. Lyon.
H. N. Lyon.

MISSOURI.

ANHEUSER-BUSCH BREWING ASS'N.....St. Louis.
(Malt-Nutrine Dept.)

BROWN OIL CO., ROBERT B. St. Louis.
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A. R. Strain, Secretary.

CONTINENTAL VARNISH CO. Kansas City.

MELLIOR DRUG CO. St. Louis.
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W. C. Taylor, Vice-President.
K. D. Mellior, Secretary.
N. S. Kaime, Treasurer.

MEPHAM & KLEIN, GEO. S.....St. Louis.
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John S. Klein.
Albert G. Nulsen.

ASSOCIATE MEMBERS.—Continued.

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Thos. Pain (Kansas City), Secretary.
J. W. Bray (St. Louis), Treasurer.

OBEAR-NESTOR GLASS CO.....St. Louis.

MOUND CITY PAINT AND COLOR CO. St. Louis.
Norris P. Gregg, President.
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E. H. Dyer, Assistant Secretary.

PARIS MEDICINE CO. St. Louis.

WHITELAW BROS. St. Louis.
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NEW JERSEY.

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E. M. Johnson.
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CUMBERLAND GLASS MFG. CO., THE.....Bridgeton.

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Jonas M. Kilmer.
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LYON MANUFACTURING CO. Brooklyn.

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A. Moses.
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Julius N. Jaros.

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Geo. H. Allen.
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DREVET MFG. CO. New York City.

LANMAN & KEMP New York City.

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TYLER & FINCH.....New York City.
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L. L. Pope, Secretary & Manager.

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Henry M. Kinney.

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Harry C. Campion.

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William S. Fox.
Florence Fox.

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John V. Hastings.
Harvey O. Hastings.

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Joseph C. Hance.
Anthony M. Hance.
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J. Elwood Lee, Secretary, Treasurer and General Manager.

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McILVAINE BROS..... Philadelphia.
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A. Robinson McIlvaine.

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WIRZ, A. H., ... Philadelphia.

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Harry B. Rosengarten.
Frank H. Rosengarten.

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TROEMER, HENRY, ... Philadelphia.

WARE, WALTER F., ... Philadelphia.

WARNER & CO., WILLIAM R., ... Philadelphia.
W. R. Warner.

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John M. Whitall.
J. Whitall Nicholson.
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Matthew Awan, Resident Manager.
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N. A. Johnson, President.

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RHODE ISLAND.

CALDER, ALBERT L.,..... Providence.

DAVOL RUBBER CO., ...Providence.

RUMFORD CHEMICAL WORKS, ...Providence.
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DUTCHER DRUG CO., FREDERICK, ...St. Albans.

WISCONSIN.

COLE & CO., J. W., ...Black River Falls.
J. W. Cole.
F. W. Cole.

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ENGLAND.

LIEBIG'S EXTRACT OF MEAT CO.....London.
WELLCOME, HENRY S., ...London, E. C.
GIBSON & SONS, ROBERT, ...Manchester.

DOMINION OF CANADA.

NEW BRUNSWICK.

BARKER & SONS, T. B., ...St. John.

QUEBEC.

EVANS & SONS (Limited), ...Montreal.
KERRY, WATSON & CO., ...Montreal.
LYMAN SONS & CO., ...Montreal.
LYMAN, KNOX & CO., ...Montreal.

MANITOBA.

MARTIN, BOLE & WYNNE CO., THE.....Winnipeg.

NOVA SCOTIA.

SIMSON BROS. & CO., ...Halifax.
Frank C. Simson.
W. H. Simson.

COMPLIMENTARY MEMBERSHIP.

OIL, PAINT AND DRUG REPORTER, ...New York.

PHARMACEUTICAL ERA, ... New York.

AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD. New York.

OIL, PAINT AND DRUG REVIEW, ...Chicago.

NATIONAL DRUGGIST, ...St. Louis.

MONTREAL PHARMACEUTICAL JOURNAL, ...Montreal.

WESTERN DRUGGIST, ...Chicago.

PRACTICAL DRUGGIST, ...New York.

MEYER BROS. DRUGGIST, ...St. Louis.

ALPHABETICAL LIST OF ACTIVE MEMBERS.

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A

Alden, Chas. P.....Springfield, Mass.
Allaire, Woodward Co.....Peoria, Ill.
Antikamnia Chemical Co., The.....St. Louis, Mo.
Apothecaries Hall Co.....Waterbury, Conn.
Aschenbach & Miller.....Philadelphia, Pa.

B

Baily, James & Son.....Baltimore
Bailey Drug Co.....Zanesville, O.
Baker & Bro., H. J.....New York City
Barker, Moore & Mein Medicine Co...Philadelphia, Pa.
Barker & Wheeler Co.....Peoria, Ill.
Battle & Co.....St. Louis, Mo.
Baumbach Co., The Chas.....Milwaukee, Wis.
Behrens Drug Co., The.....Waco, Tex.
Benton, Myers & Co.....Cleveland, O.
Berry, Demoville & Co.....Nashville, Tenn.
Billings, Clapp & Co.....Boston, Mass.
Blanding & Blanding.....Providence, R. I.
Blumauer-Frank Drug Co.....Portland, Ore.
Blauw Drug Co., The.....Rochester, N. Y.
Boehringer & Soehne, C. F.....Manheim, Ger.
Braun & Co., F. W.....Los Angeles, Cal.

Brewer & Co.....Worcester, Mass.
Bridaham-Quereau Drug Co.....Denver, Col.
Bruce & Co., E. E.....Omaha, Neb.
Bruen, Ritchey & Co.....New York City
Brunswig, L. N. & Co.....New Orleans, La.
Burlington Drug Co.....Burlington, Vt.
Burrough Bros. Mfg. Co.....Baltimore, Md.

C

Calhoun & Co., F. S.....New Haven, Conn.
California Fig Syrup Co.....Louisville, Ky.
Carter, Carter & Meigs.....Boston, Mass.
Carter Medicine Co.....New York City
Chambers, Calder & Co.....Providence, R. I.
Chapman, White, Lyons & Co.....Knoxville, Tenn.
Churchill Drug Co.....Burlington, Iowa
Claflin & Co., Geo. L.....Providence, R. I.
Colburn, Birks & Co.....Peoria, Ill.
Cook, Everett & Pennell.....Portland, Me.
Crittenton Co., The Chas. N.....New York City
Crowdus Drug Co., The J. W.....Dallas, Tex.
Curry, Arrington & Company.....Rome, Ga.

D

Des Moines Drug Co.....Des Moines, Iowa
Dodge & Olcott.....New York City
Dohmen Co., The F. (Lmtd.).....Milwaukee, Wis.

E

Eastern Drug Company.....Boston, Mass.
Edgerly & Co., J. W.....Ottumwa, Iowa
Elam Drug Co.....Anniston, Ala.
Emerson Drug Co.....Baltimore, Md.
Evans-Smith Drug Co.....Kansas City, Mo.

F

Fairchild Bros. & Foster.....New York City
Farrand, Williams & Clark.....Detroit, Mich.
Faxon, Horton & Gallagher.....Kansas City, Mo.
Finlay, Dicks & Co.....New Orleans, La.
Fitch, A. Perley.....Concord, N. H.
Fonda Drug Co., Douw H.....Albany, N. Y.
Fort Wayne Drug Co.....Fort Wayne, Ind.
Foster, Milburn & Co.....Buffalo, N. Y.
Fowle & Sons, Seth W.....Boston, Mass.
Fraser Tablet Triturate Mfg. Co., The...New York City
Fritzsche Bros.....New York City
Fulford & Co., G. T.....Brockvile, Ont.

G

Geer Drug Co.....Charleston, S. C.
Gerity Bros.....Elmira, N. Y.
Gilman Bros.....Boston, Mass.
Gilmore & Co., W. J.....Pittsburg, Pa.
Gilpin, Langdon & Co.....Baltimore, Md.
Goold, J. E. & Co.....Portland, Me.
Grasselli Chemical Co., The.....Cleveland, O.
Green, G. G.....Woodbury, N. J.

H

Haas, Baruch & Co.....Los Angeles, Cal.
Hale, Justis & Co.....Cincinnati, O.
Hall & Ruckel.....New York City
Harris & Co., J. N.....Cincinnati, O.
Hartz & Bahnsen Co.....Rock Island, Ill.
Hay & Son, H. H.....Portland, Me.
Hazeltine & Perkins Drug Co....Grand Rapids, Mich.
Herf & Frerichs Chemical Co.....St. Louis, Mo.

Hill's Son & Co., Edward.....New York City
Himrod Mfg. Co.....New York City
Hiscox & Co.....Long Island City, N. Y.
Hornick, Hess & Moore.....Sioux City, Iowa
Hostetter Co., The.....Pittsburg, Pa.
Hover & Co., W. A.....Denver, Colo.
Hoyt & Co., E. W.....Lowell, Mass.
Hubbard, Sons & Co., Chas.....Syracuse, N. Y.
Humphreys Medicine Co.....New York City

I

Indianapolis Drug Co.....Indianapolis, Ind.

J

Jayne & Son, Dr. D.....Philadelphia, Pa.
Jerman, Pfluger & Kuehmsted Co....Milwaukee, Wis.

K

Keasbey & Mattison Co. (Inc.).....Ambler, Pa.
Kauffman-Lattimer Co., The.....Columbus, O.
Kelly Company, Geo. A.....Pittsburg, Pa.
Kiefer Drug Co., A.....Indianapolis, Ind.
Kirk, Geary & Co.....Sacramento, Cal.

L

Lamar & Rankin Drug Co., The.....Atlanta, Ga.
Lamar & Sons, Henry J.....Macon, Ga.
Lambert Pharmacal Company.....St. Louis, Mo.
Langley & Michaels Co.....San Francisco, Cal.
Larkin & Scheffer.....St. Louis, Mo.
Leadbeater & Sons, E. S.....Alexandria, Va.
Leete & Co., Chas. S.....New Haven, Conn.
Lehn & Fink.....New York City
Leich & Co., Chas.....Evansville, Ind.

Lincoln Drug Co.....Lincoln, Neb.
Lincoln & Co., C. J.....Little Rock, Ark.
Lloyd Bros.....Cincinnati, O.
Lord, Owen & Co.....Chicago, Ill.
Lyman-Eliel Drug Co.....Minneapolis, Minn.
Lyons & Co., I. L.....New Orleans, La.

M

Mack & Co.....San Francisco, Cal.
Mallinckrodt Chemical Co.....St. Louis, Mo.
Martin & Co., C. H.....Concord, N. H.
McCord, James.....La Crosse, Wis.
McKesson & Robbins.....New York City
McPike & Fox.....Atchison, Kan.
Merchants Gargling Oil Co.....Lockport, N. Y.
Merck & Co.....New York City
Merrell Drug Co., J. S.....St. Louis, Mo.
Merriam, A. B., Secretary.....Minneapolis, Minn.
Merritt's Sons, Theo.....Newburght, N. Y.
Metcalf Co., Theodore.....Boston, Mass.
Meyer Bros. Drug Co.....St. Louis, Mo.
Moffit-West Drug Co.....St. Louis, Mo.
Murdock, J. N.....Parkersburg, W. Va.
Muth Bros. & Co.....Baltimore, Md.
Murray Drug Co.....Columbia, S. C.

N

Neat-Richardson Drug Co.....Louisville, Ky.
Nelden-Judson Drug Co.....Salt Lake City
Nelson, Baker & Co.....Detroit, Mich.
New York Quinine & Chemical Works (Ltd.) New York
Noyes Bros. & Cutler.....St. Paul, Minn.
Nabers, Morrow & Sinnige.....Birmingham, Ala.

O

Olney & McDaid.....Clinton, Iowa
Orr, Brown & Price.....Columbus, O.
Osgood & Co., Charles.....Norwich, Conn.
Owens & Minor Drug Company, The...Richmond, Va.

P

Pabst Brew. Co. (Props. "Best" Tonic), Milwaukee, Wis.
Paine Drug Co., The.....Rochester, N. Y.
Parke Davis & Co.....Detroit, Mich.
Parchen Drug Co.....Helena, Mont.
Peacock Chemical Co.....St. Louis, Mo.
Perkins & Co., J. W.....Portland, Me.
Peter-Bauer Drug Co.....Louisville, Ky.
Pfizer & Co., Charles.....New York City
Piso Company, The.....Warren, Pa.
Plimpton, Cowan & Co.....Buffalo, N. Y.
Polk & Calder Drug Co.....Troy, N. Y.
Porous Plaster Co.....New York City
Potts Drug Co., C. E.....Wichita, Kan.
Powers-Taylor Drug Co.....Richmond, Va.
Powers & Weightman.....Philadelphia, Pa.
Purcell, Ladd & Co.....Richmond, Va.

R

Radway & Co.....New York City
Redington & Co.....San Francisco, Cal.
Richardson Drug Co.....Omaha, Neb.
Rio Chemical Co.....St. Louis, Mo.
Robinson-Pettet Co.....Louisville, Ky.
Robinson & Son, R. W.....New York City
Roessler & Hasslacher Chemical Co., The..N. Y. City
Rust & Richardson Drug Co.....Boston, Mass.
Ryan Drug Co.....St. Paul, Minn.

S

Sagar Drug Co.....Duluth, Minn.
Saginaw Valley Drug Co.....Saginaw, Mich.
San Antonio Drug Co.....San Antonio, Tex.
Schenck & Son, J. H.....Philadelphia, Pa.
Schering & Glatz.....New York City
Schieffelin & Co.....New York City
Schiffman, Dr. R.....St. Paul, Minn.
Schuh Drug Co., The.....Cairo, Ill.
Scott & Bowne.....New York City
Searle & Hereth Co., The.....Chicago, Ill.
Sharp & Dohme.....Baltimore, Md.
Sheehan & Co., J. H.....Utica, N. Y.
Shoemaker & Busch.....Philadelphia, Pa.
Shoemaker & Co., Robert.....Philadelphia, Pa.
Schneider & Irving Drug Co.....Troy, N. Y.
Simes & Son, W. F.....Philadelphia, Pa.
Sisson & Co., T.....Hartford, Conn.
Smith & Co., Valentine H.....Philadelphia, Pa.
Smith Drug Co., C. D.....St. Joseph, Mo.
Smith, Kline & French Co.....Philadelphia, Pa.
Solomons & Co.....Savannah, Ga.
Snow & Co., C. W.....Syracuse, N. Y.
Sommers Drug Co., Aldo.....Quincy, Ill.
Spokane Drug Co.....Spokane, Wash.
Spurlock, Neal & Co.....Nashville, Tenn.
Stein-Vogeler Drug Co.....Cincinnati, O.
Stewart Co., Daniel.....Indianapolis, Ind.
Stewart & Holmes Drug Co., The.....Seattle, Wash.
Strong, Cobb & Company.....Cleveland, O.
Strother Drug Company.....Lynchburg, Va.
Sultan Drug Co.....St. Louis, Mo.
Sweet, Caldwell.....Bangor, Me.

T

Talcott, Frisbie & C.....Hartford, Conn.
Taylor-Peek Drug Co.....Macon, Ga.
Tarrant & Co.....New York City.
Trommer Extract Malt Co.....Fremont, O.
Taylor, Geo. E.....Leadville, Colo.
Thompson's Sons & Co., John L.....Troy, N. Y.
Torbert, W. H.....Dubuque, Iowa.

U

Upjohn Pill & Granule Co., The....Kalamazoo, Mich.

V

Van Natta-Lynds Drug Co.....St. Joseph, Mo.
Vogeler Co., The Chas. A.....Baltimore, Md.

W

Walding, Kinnan & Marvin Co., The.....Toledo, O.
Wakefield & Co., C.....Bloomington, Ill.
Wampole & Co., Henry K.....Philadelphia, Pa.
Walther-Robertson Drug Co., The.....Pittsburg, Pa.
Ward Bros.....Indianapolis, Ind.
Walker & Gibson.....Albany, N. Y.
Wells & Richardson Co.....Burlington, Vt.
Whittlesey Co., The Chas. W.....New Haven, Conn.
Williams & Co., A. H.....Utica, N. Y.
Williams, Davis, Brooks & Hinchman's Sons, Detroit, Mich.
Wilkinson & Co.....Keokuk, Iowa.
Winkelmann & Brown Drug Co.....Baltimore, Md.
Worlds Dispensary Medical Ass'n.....Buffalo, N. Y.
Wright & Co., A. W.....Philadelphia, Pa.
Wyeth & Bro., John.....Philadelphia, Pa.

Z

Zeilen & Co., J. H.....Philadelphia, Pa.
Zeller, Max.....New York City

ALPHABETICAL LIST OF ASSOCIATE MEMBERS.

292.

A

Abbey Effervescent Salt Co.....New York City
Acme White Lead & Color Co.....Detroit, Mich.
Albany Chemical Co.....Albany, N. Y.
Ansbacher Co., A. B.....Chicago, Ill.
Anheuser-Busch Brewing Ass'n.....St. Louis, Mo.
Armour & Co.....Chicago, Ill.
Armstrong Cork Co.....New York City.
Ayer Co., J. C.....Lowell, Mass.

B

Bauer & Black.....Chicago, Ill.
Barker & Sons, T. B.....St. Johns, N. B.
Baldwin & Co., B. D.....Chicago, Ill.
Barrett Mfg. Co.....Philadelphia, Pa.
Barrett & Co., M. L.....Chicago, Ill.
Beeman Chemical Co.....Cleveland, O.
Berry Bros.....Detroit, Mich.
Bovinine Co., The.....New York City.
Bradfield Regulator Co.....Atlanta, Ga.
Brown Oil Co., Robert B.....St. Louis, Mo.
Buehler, Edward H.....Chicago, Ill.
Burnett Co., Joseph.....Boston, Mass.

C

Calder, Albert L.....Providence, R. I.
Campbell Paint & Glass Co.....Kansas City, Mo.
Campion & Co., J. W.....Philadelphia, Pa.
Carr-Lowry Glass Co.....Baltimore, Md.
Centaur Company, The.....New York City
Champion Chemical Works.....Chicago, Ill.
Cheney Medicine Co., The.....Toledo, O.
Chesebrough Mfg. Co.....New York City
Chiris, Antoine (Grasse, France).....New York City.
Colburn Co., The A.....Philadelphia, Pa.
Cole & Co., J. W.....Black River Falls, Wis.
Colgate & Co.....New York City.
Continental Varnish Co.....Kansas City, Mo.
Cumberland Glass Mfg. Co., The.....Bridgeton, N. J.

D

Davidson Rubber Co.....Boston, Mass.
Davidson & Co., W.....Baltimore, Md.
Davol Rubber Co.....Providence, R. I.
Dent & Co., C. S.....Detroit, Mich.
Detroit White Lead Works.....Detroit, Mich.
Devoe & C. T. Reynolds Co., F. W.....New York City.
Dickinson, E. E.....Essex, Conn.
Drevet Mfg. Co.....New York City.
Dundas, Dick & Co.....New York City
Dutcher Drug Co., Frederick.....St. Albans, Vt.

E

Eagle White Lead Co.....Cincinnati, O.
Eisner & Mendelson Co.....New York City
Ellis & Goltermann.....New York City.
Evans & Sons (Limited).....Montreal, Canada.

F

Fisher, Arthur N.....Chicago, Ill.
Flanagen-Blanchet Co.....New York City
Florida Wine Co.....Norristown, Pa.
Fougera & Co., E.....New York City.
Fox & Son, H. C.....Philadelphia, Pa.
Fox, Fultz & Co.....Boston, Mass.
Francis, John H.....New York City.

G

Gibson & Sons, Robert.....Manchester, Eng.
Gibbs, William E.....New York City.
Gill & Co., Wm. A.....Columbus, O.
Gordon Chemical Co., W. J. M.....Cincinnati, O.
Grand Rapids Brush Co.....Grand Rapids, Mich.
Green & Co., David E.....New York City.
Greene, F. E. & J. A.....Boston, Mass.
Grosvenor & Co., J. M.....Boston, Mass.

H

Hamlin Wizard Oil Co.....Chicago, Ill.
Hance, Bros. & White.....Philadelphia, Pa.
Harter Medicine Co., The Dr.....Dayton, O.
Harshaw, Fuller & Goodwin Co.....Dayton, O.
Hastings & Co.....Philadelphia, Pa.
Hathorn & Co., Hathorn Mineral Waters, Saratoga Springs, N. Y.
Hillier's Son Co, R.....New York City
Hires Co., The Chas. E.....Philadelphia, Pa.
Hood & Co., C. I.....Lowell, Mass.
Hopkins & Co., J. L.....New York City
Horner, Jas. B.....New York City.
Hubbard, Joseph.....Boston, Mass.

I

Illinois Glass Co.....Alton, Ill.
Isaacs & Co., A.....New York City.

J

Jefferis Glassware Works.....Philadelphia, Pa.
Johnson & Johnson.....New Brunswick, N. J.
Johnson & Co., I. S.....Boston, Mass.

K

Kerry, Watson & Co.....Montreal, Can.
Kilmer & Co., Dr.....Binghamton, N. Y.
Kirk & Co., Jas. S.....Chicago, Ill.
Kline Co., Dr. R. H. (Limited).....Philadelphia, Pa.
Knickerbocker Brace Co.....Easton, Pa.
Krato Chemical Co.....New York City

L

Lee Co., J. Elwood.....Conshohocken, Pa.
Ladd & Coffin.....New York City.
Lanman & Kemp.....New York City.
Lasker & Bernstein.....New York City.
Lawrence & Co., W. W.....Pittsburg, Pa.
Lebess Sponge Co.....New York City.
Leeming & Co., Thomas.....New York City.
Liebig Extract Meat Co., The.....London, Eng.
Lueders & Co., George.....New York City.
Lucas & Co., John.....Philadelphia, Pa.
Lyman, Sons & Co.....Montreal, Can.
Lyman, Knox & Co.....Montreal, Can.
Lyon & Bro., Chas. B.....Minneapolis, Minn.
Lyon Mfg. Co.....Brooklyn, N. Y.
Lilly & Co., Eli.....Indianapolis, Ind.

Lavino, E. J.....Philadelphia, Pa.
Lawrence, Williams Co., The.....Cleveland, O.
Lazell-Dalley & Co.....New York City

M

Magnus & Lauer.....New York City
Mariani & Co.....New York City.
Marion Flint Glass Co.....Marion, Ill.
Martin, Bole & Wynne Co., The.....Winnipeg, Man.
Marx & Rawolle.....New York City.
McCotter & Co., Samuel G.....New York City.
McIlvaine Bros.....Philadelphia, Pa.
McKinley, W. S.....Philadelphia, Pa.
Mellior Drug Co.....St. Louis, Mo.
Mepham & Klein, Geo. S.....St. Louis, Mo.
Mellins Food Co.....Boston, Mass.
Mellor & Rittenhouse Co., The.....Philadelphia, Pa.
Matheson & Co., Wm. J. (Limited)....New York City
Merz Capsule Co., The.....Detroit, Mich.
Miles Medical Co., The Dr.....Elkhart, Ind.
Mound City Paint and Color Co.....St. Louis, Mo.
Mulford & Co., H. K.....Philadelphia, Pa.
Muhlens & Kropff.....New York City.
Murray & Nickell Mfg. Co., The.....Chicago, Il.
Munyon Homeopathic Remedy Co....New York City.
Merrell Chemical Co., The, Wm. S.....Cincinnati, O.

N

National Lead Co. (Atlantic Branch)..New York City.
National Lead and Oil Co. of Penn.....Pittsburg, Pa
New York Pharmacal Association....Yonkers, N. Y.
New York Pharmaceutical Co...Bedford Springs, Mass.
Norwich Pharmacal Co.....Norwich, N. Y.

O

Oakland Chemical Co., The.....New York City.
Obear-Nestor Glass Co.....St. Louis, Mo.

P

Pacific Coast Borax Co.....Chicago, Ill.
Paris, Allen & Co.....New York City.
Paris Medicine Co.....St. Louis, Mo.
Patch Co., The E. L.....Boston, Mass.
Pennsylvania Salt Mfg. Co.....Philadelphia, Pa.
Peek & Velsor.....New York City.
Phillips Chemical Co., The Charles H..New York City.
Planten & Son, H.....New York City.
Plumly Co., G. W.....Philadelphia, Pa.
Pratt & Lambert (Inc.).....New York City.
Pasteur Vaccine Co.....Chicago, Ill.
Peruna Drug Mfg. Co.....Columbus, O.
Pond's Extract Company.....New York City
Pinkham Medicine Co., The, L. E.....Lynn, Mass.

R

Randolph Paper Box Co.....Richmond, Va.
Raser, John B.....Reading, Pa.
Reed & Carnrick.....New York City.
Rosengarten & Sons.....Philadelphia, Pa.
Rumford Chemical Works.....Providence, R. I.
Rogers & Pyatt.....New York City.

S

Schoellkopf, Hartford & Hanna Co....New York City.
Scudder, S. V. & S. P.....Brooklyn, N. Y.
Sherwin-Williams Co., The.....Cleveland, O.
Simson Bros. & Co.....Halifax, N. S.

Stilwell, Arthur A.....New York City.
Stallman & Fulton.....New York City.
Springer & Co., I.....New York City
Slocum & Co., T. A.....New York City
Sterling Remedy Co.....New York and Chicago.

T

Taite's Sons, Joseph.....Philadelphia, Pa.
Tetlow, Joseph.....Philadelphia, Pa.
Thayer & Co., Henry.....Cambridgeport, Mass.
Thompson & Co., F. A.....Detroit, Mich.
Thurston & Braidich.....New York City.
Tilden Co., The.....New Lebanon, N. Y.
Thum, O. & W.....Grand Rapids, Mich.
Tuttle, Dr. S. A.....Boston, Mass.
Todd, Albert M.....Kalamazoo, Mich.
Troemer, Henry.....Philadelphia, Pa.
Truslow & Co.....New York City.
Tyler & Finch.....New York City

U

United States Capsule Co.....Detroit, Mich.
Ungerer, W. P.....New York City.

V

Valentine Meat Juice Works.....Richmond, Va.
Vapo-Cresolene Co.....New York City
Veatch, Byron E.....Chicago, Ill.

W

Washburn & Co., E. L.....New Haven, Conn.
Ware, Walter F.....Philadelphia, Pa.
Warner & Co., William R.....Philadelphia, Pa.
Wellcome, Henry S.....London, Eng.

Wetmore & Co., S. H.....New York City.
Whitall, Tatum & Co.....Philadelphia, Pa.
Whitelaw Bros.....St. Louis, Mo.
Whiting & Son, John L.....Boston, Mass.
Whitney Glass Works Co., The.....Philadelphia, Pa.
Wirz, A. H.....Philadelphia, Pa.
Williams Co., J. B.....Glastonbury, Conn.
Wilson, B. O. & C. G.....Boston, Mass.
Will & Baumer Co., The.....Syracuse, N. Y.

Y

Young & Smylie.....Brooklyn, N. Y.

CONSTITUTION.

PREAMBLE.

Whereas, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws.

ARTICLE I.

The name of the organization shall be the "National Wholesale Druggists' Association."

ARTICLE II.

The officers of this Association shall be a President, five Vice-Presidents, Secretary and Treasurer and a Board of Control, who shall hold their office one year, or until their successors are elected.

ARTICLE III.

Officers shall be elected by ballot at the regular annual meeting; each firm, member of this Association, shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV.

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five members of the Association.

ARTICLE V.

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI.

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII.

It shall be the duty of the treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII.

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association shall be referred. All reports made to the Association shall be referred to them for consideration, before final action.

ARTICLE IX.

In case of vacancies occuring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X.

Any firm engaged in the wholesale drug business, may, on recommendation of the Committee on Membership and election by the Association, become a member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business, may be admitted as associate members, in the same manner as provided for the admission of members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of mem-

bership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI.

Any person may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII.

The annual meetings of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee of Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date as well as the place of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to date, if any previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting specifying the object for which it is called shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII.

Any amendment to, or alteration of, this Constitution can be made at any annual meeting, by a vote of two-thirds of all members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when said alteration or revision shall have been prepared in writing at a meeting at

least twenty-four hours previous to taking action on said alteration or revision.

ARTICLE XIV.

There shall be a standing committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of the meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz: On Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oil and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade Marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control, and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Times and Place of Meetings and on Nominations, each of which committee shall consist of five members to be appointed by the President on the first day of the annual meeting, and the report of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV.

Any member, against whom charges have been made, may after a fair meeting, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI.

Any member in good standing, retiring from business, and resigning from the Association, may be made an Honorary Member, by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS.

First No member shall be allowed to speak more than twice or any question, at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said committee shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth. It shall be the duty of any member of this association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact, who shall then inform such member in writing, that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not

be permitted to withdraw until all dues are paid; and if he shall violate any rules or agreement, he shall be subject to such action as this Association shall deem best. There shall be assessed an annual due of fifty-five dollars.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-third vote of all the members present and voting.,

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

ORDER OF BUSINESS.

1. Call to Order.
2. Calling Roll of Members.
3. Reading of the Minutes of Last Meeting.
4. President's Address.
5. Election of Members.
9. Secretary's Report.
7. Treasurer's Report.
8. Report of Committees.
9. Miscellaneous Buisness.
10. Installation of Officers.

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